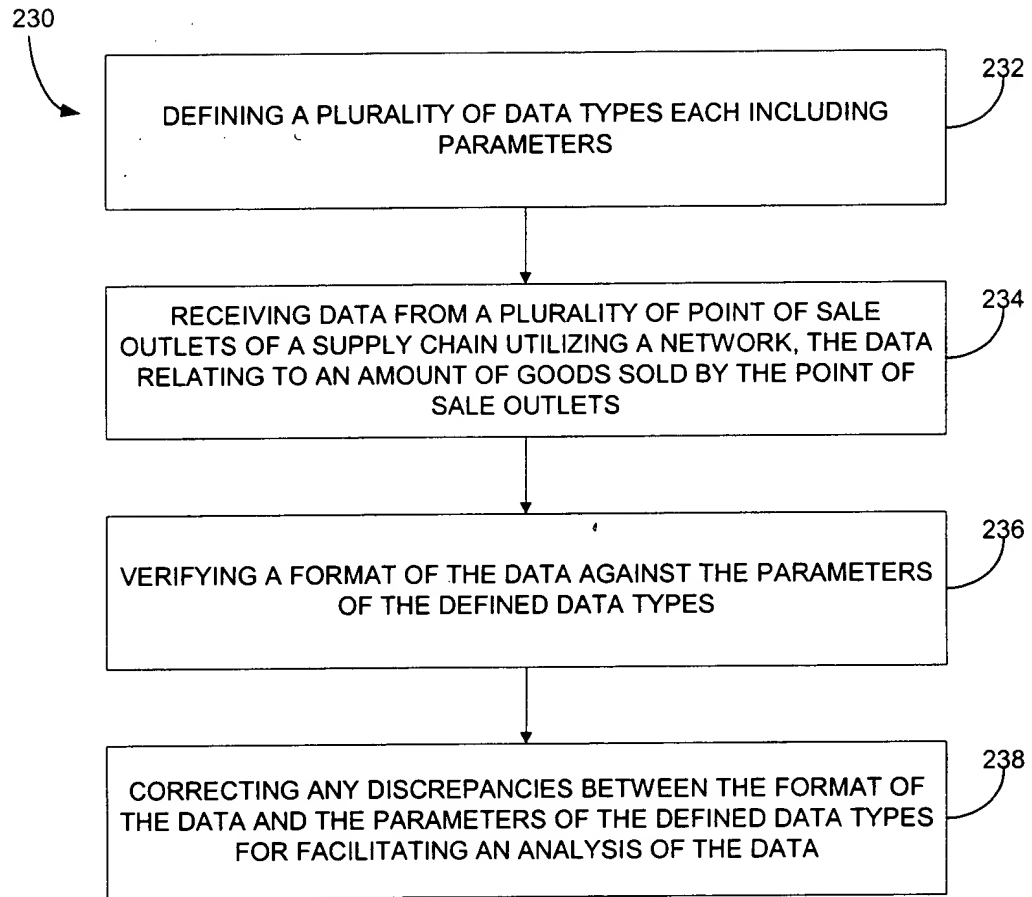
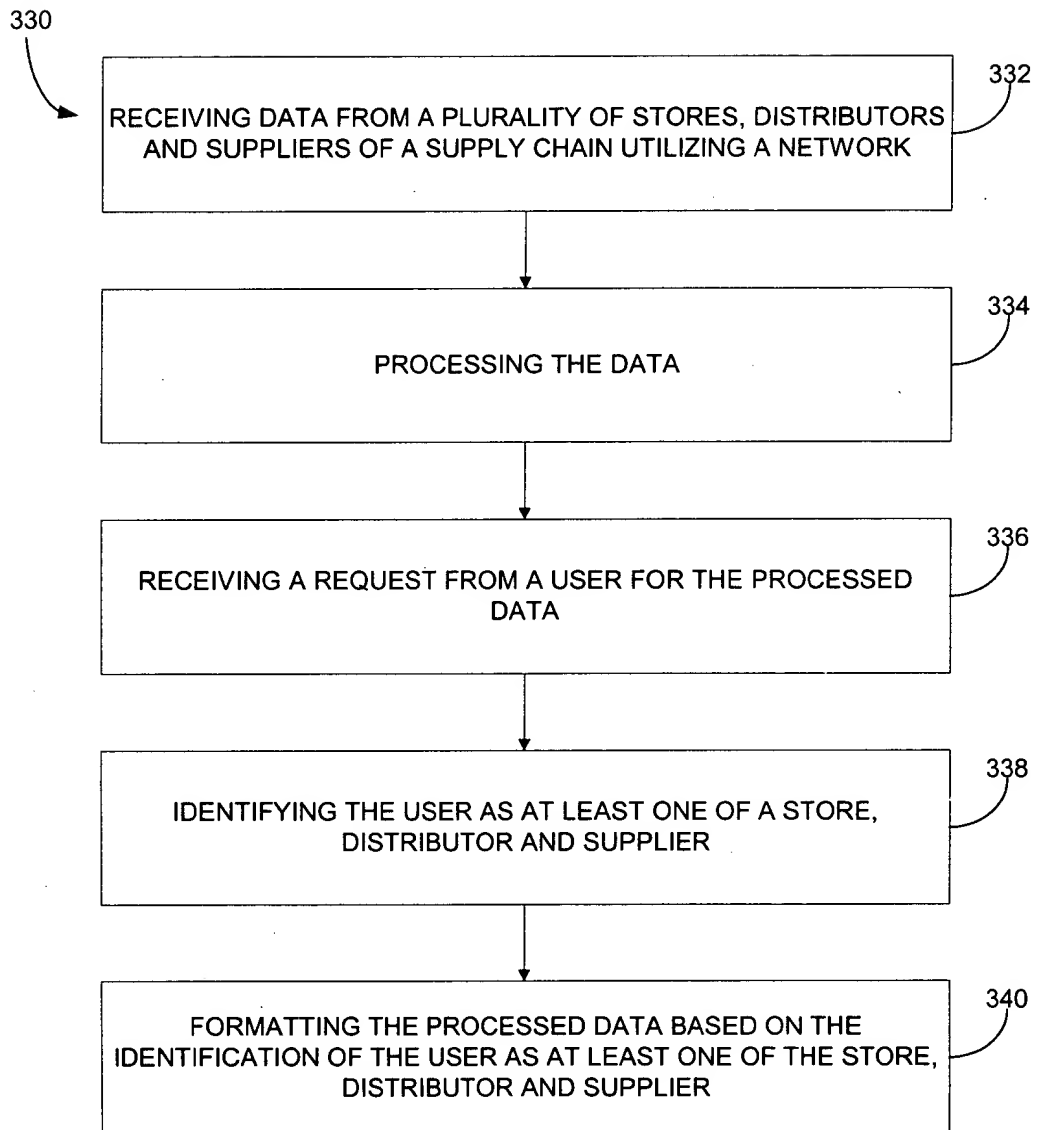


FIG. 1B



**FIG. 2**



**FIG. 3**



FIG. 4

400

410

406

402

404

408

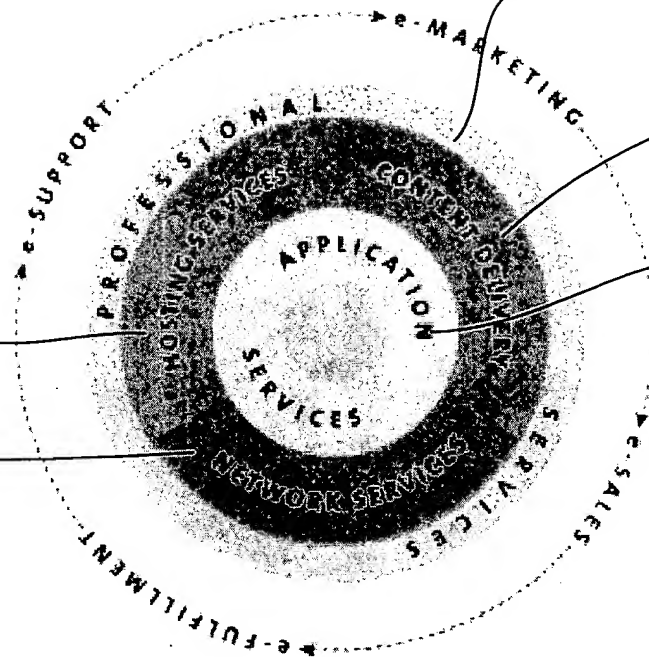
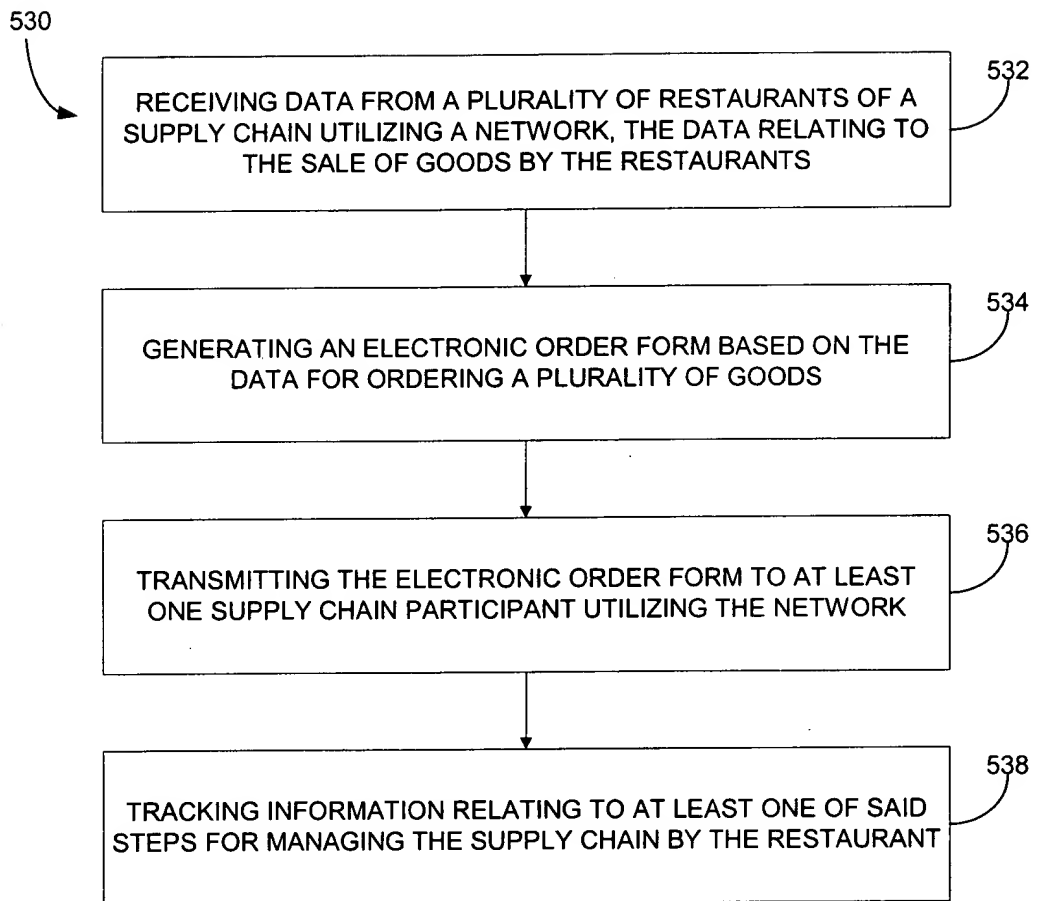
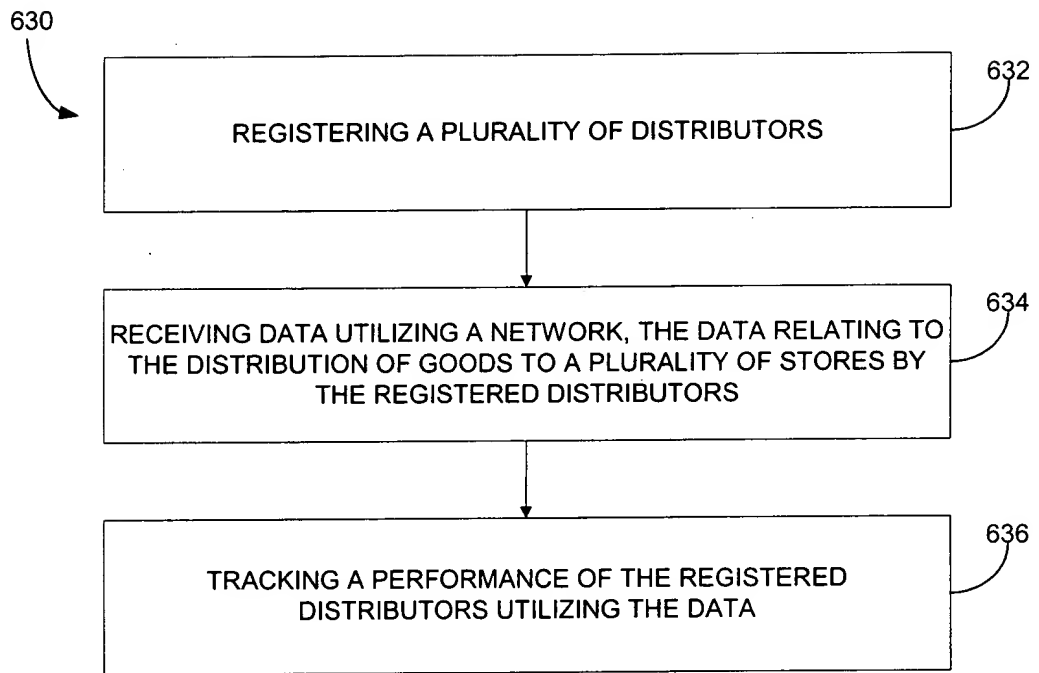


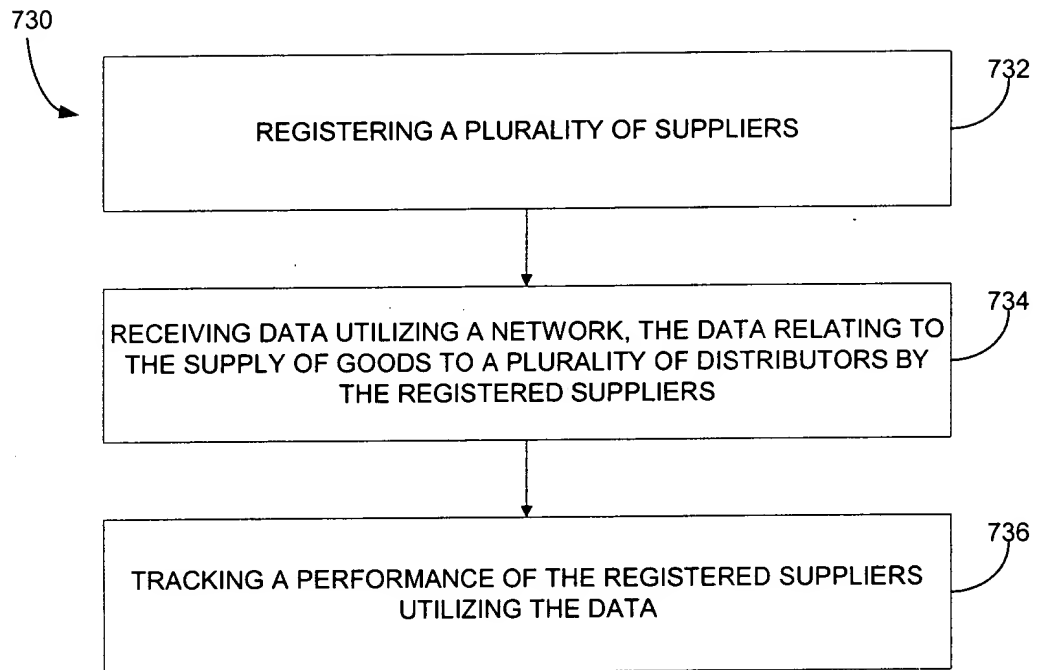
Fig. 4



**FIG. 5**



**FIG. 6**



**FIG. 7**

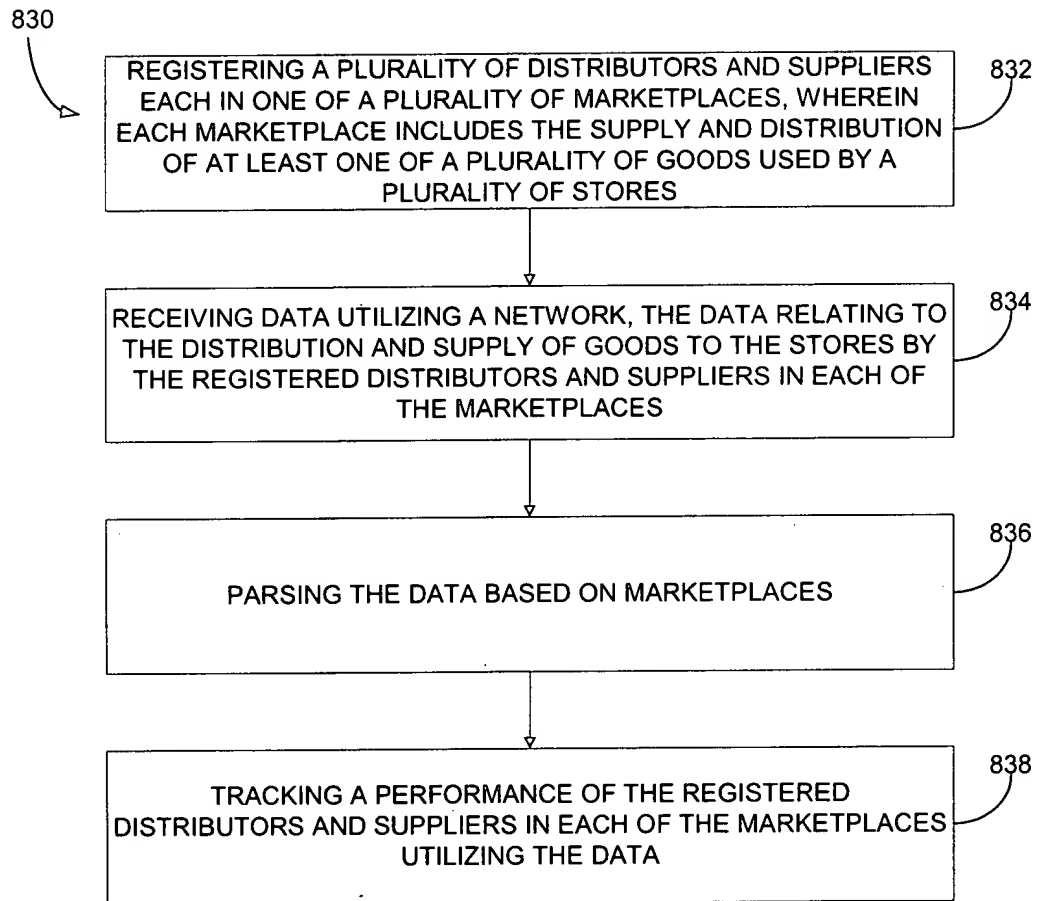
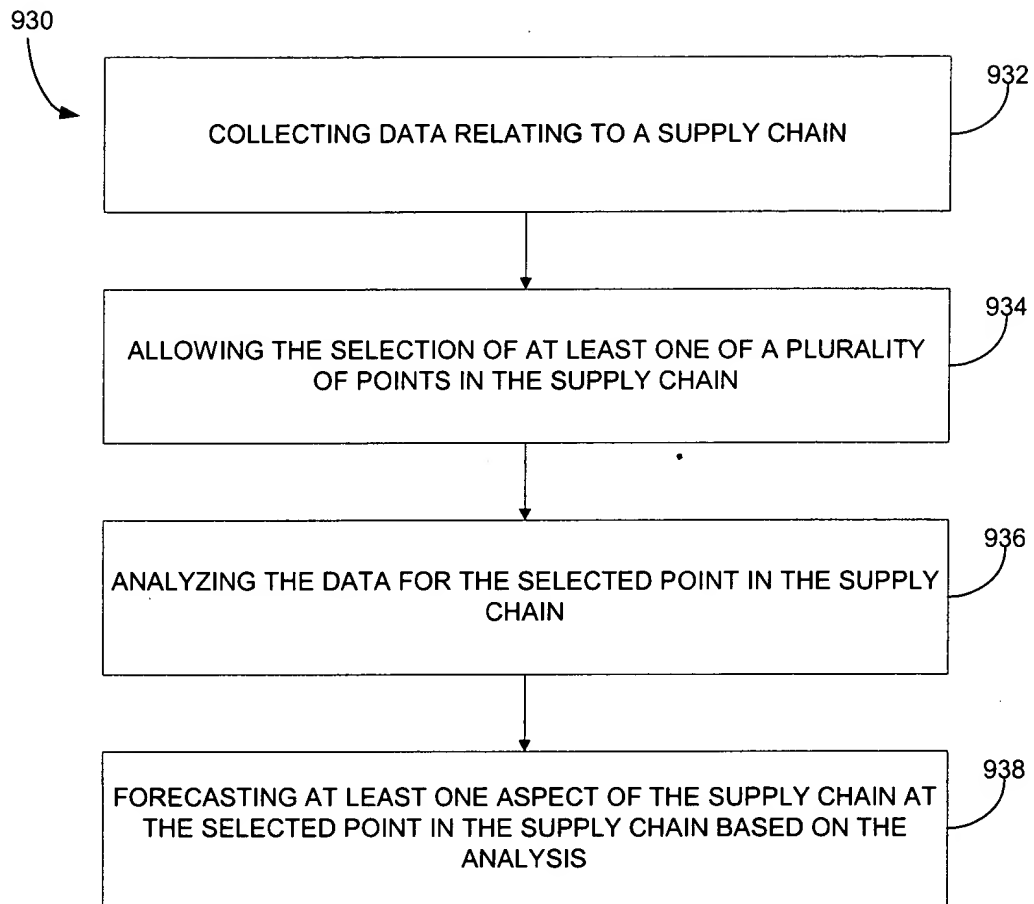


FIG. 8



**FIG. 9**

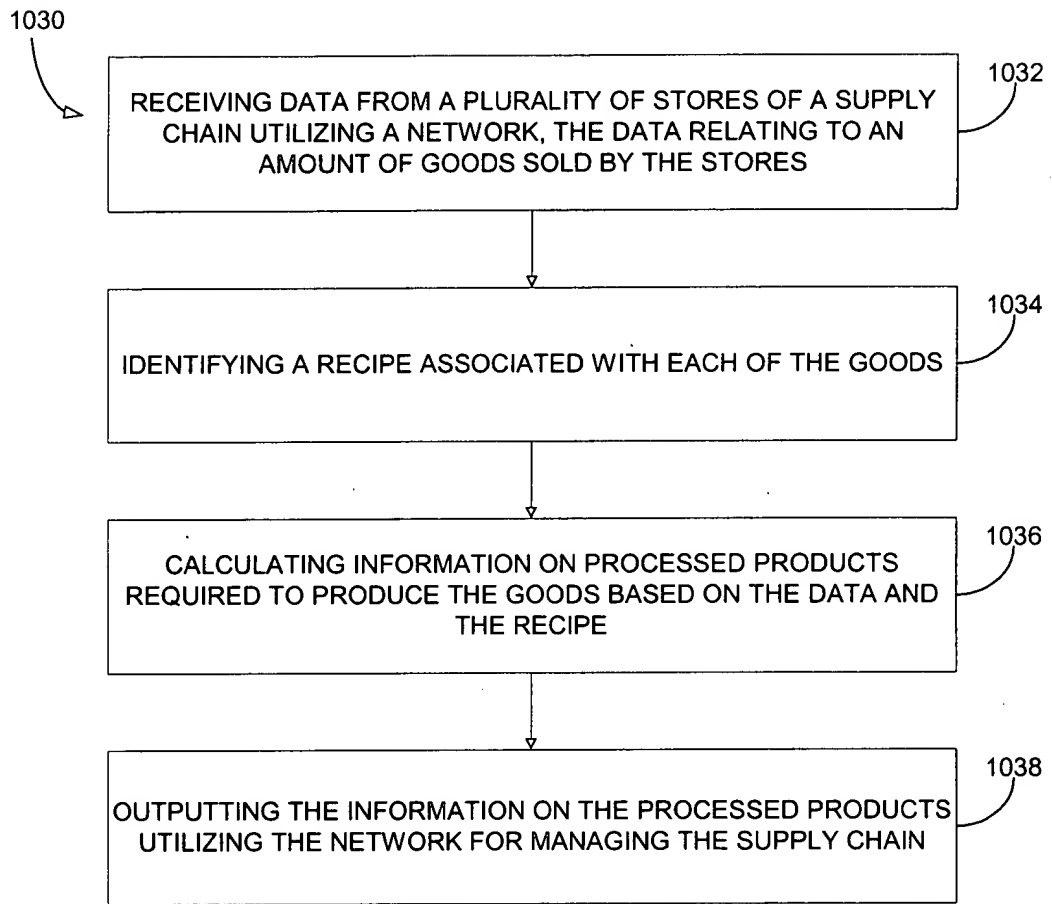


FIG. 10

1130

FORECASTING AT LEAST ONE ASPECT OF A SUPPLY CHAIN  
BASED ON A FIRST SET OF DATA COLLECTED FROM A PLURALITY  
OF STORES OF THE SUPPLY CHAIN UTILIZING A NETWORK, THE  
FIRST SET OF DATA RELATING TO AN AMOUNT OF GOODS SOLD  
BY THE STORES

1132

COLLECTING A SECOND SET OF REAL-TIME DATA FROM THE  
STORES UTILIZING THE NETWORK, THE SECOND SET OF REAL-  
TIME DATA RELATING TO THE AMOUNT OF GOODS SOLD BY THE  
STORES

1134

COMPARING THE SECOND SET OF REAL-TIME DATA AGAINST THE  
FORECASTING

1136

FEEDING BACK RESULTS OF THE COMPARISON FOR  
FACILITATING SUPPLY CHAIN MANAGEMENT

1138

FIG. 11



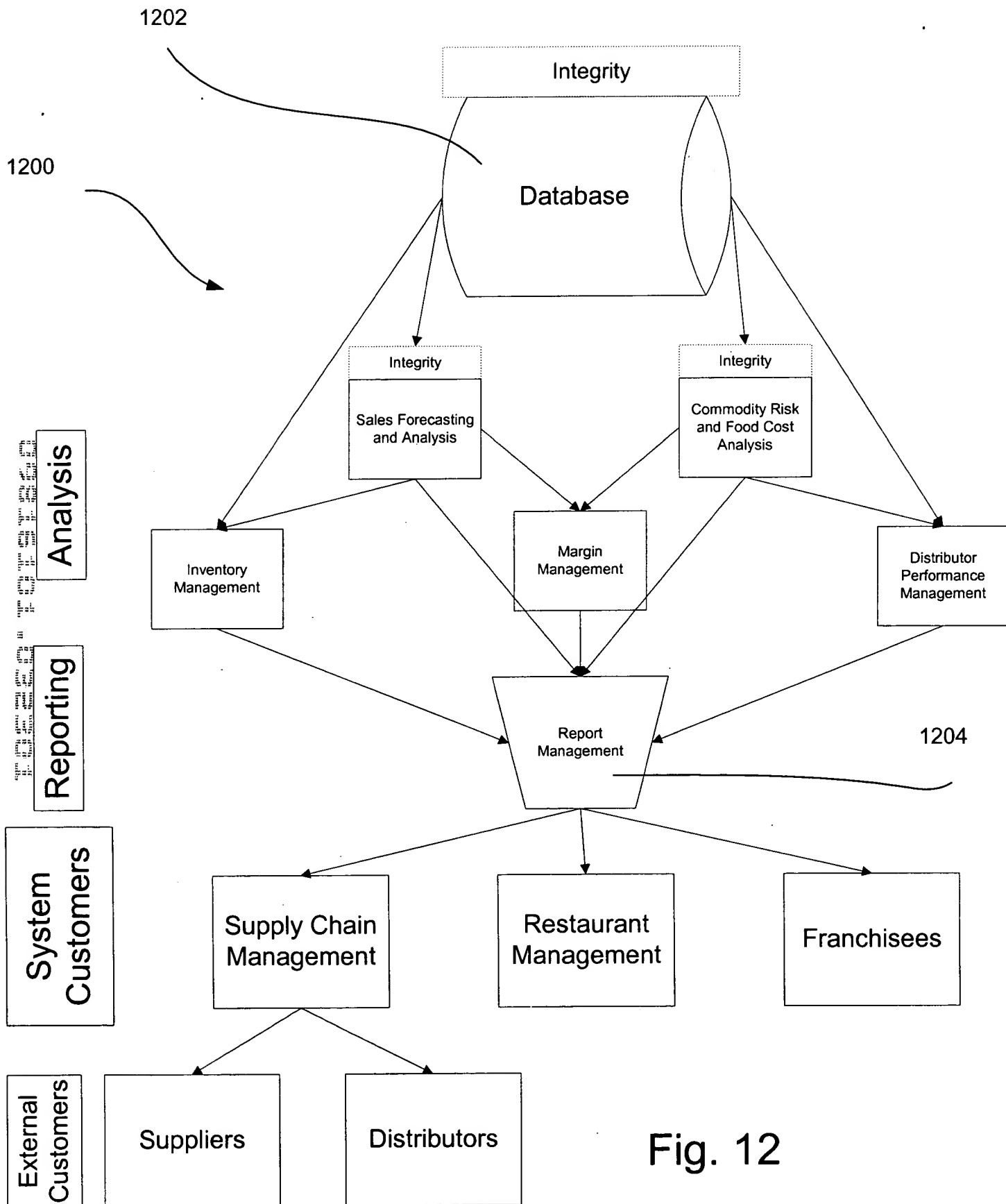


Fig. 12

1330

RECEIVING HISTORICAL DATA FROM A PLURALITY OF STORES OF  
A SUPPLY CHAIN UTILIZING A NETWORK, THE HISTORICAL DATA  
RELATING TO AT LEAST THE SALE OF GOODS BY THE STORES

1332

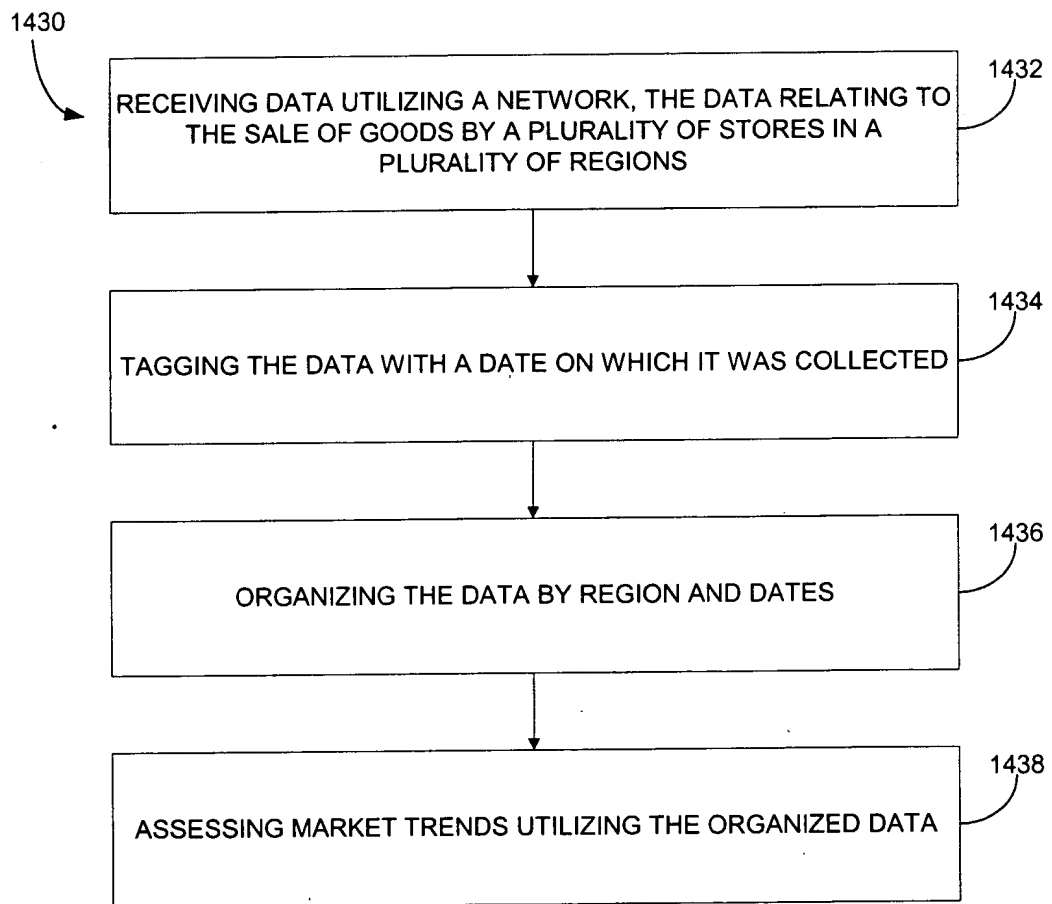
PLANNING A PROMOTION BASED ON THE HISTORICAL DATA

1334

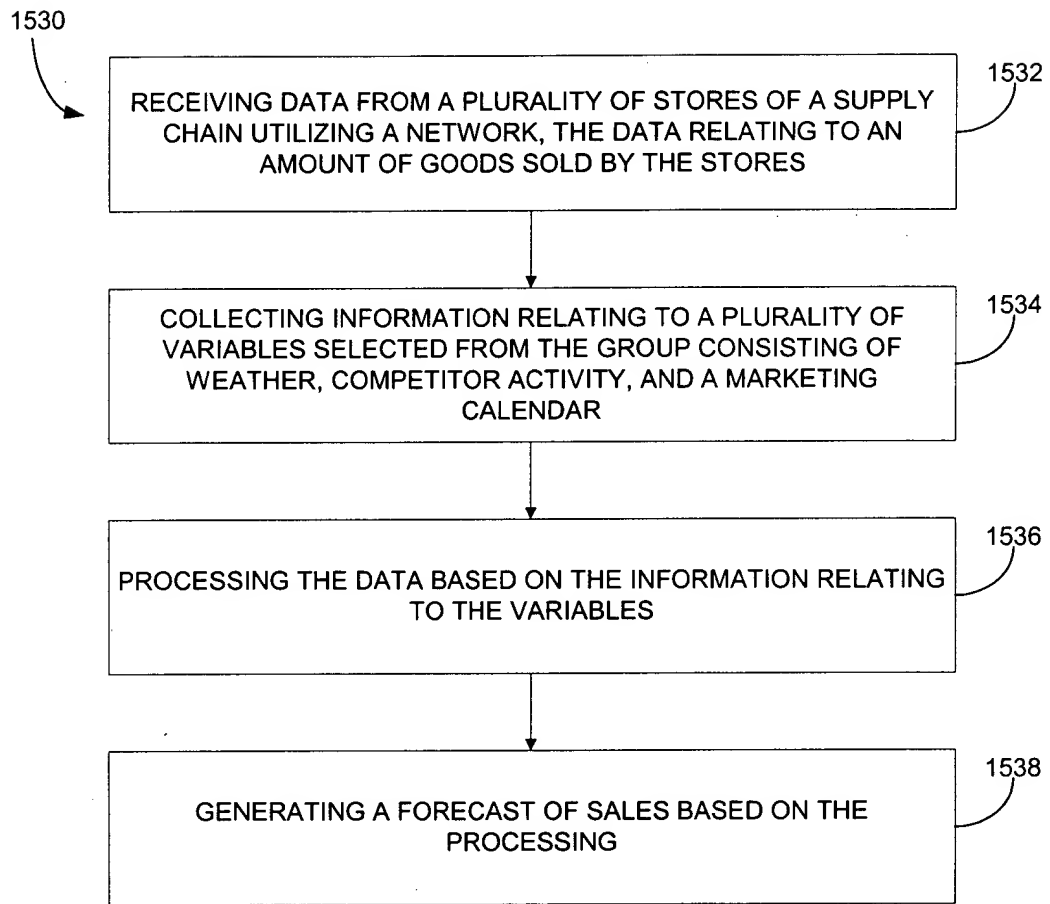
COMMUNICATING THE PLANNING TO THE STORES UTILIZING THE  
NETWORK

1336

**FIG. 13**



**FIG. 14**



**FIG. 15**

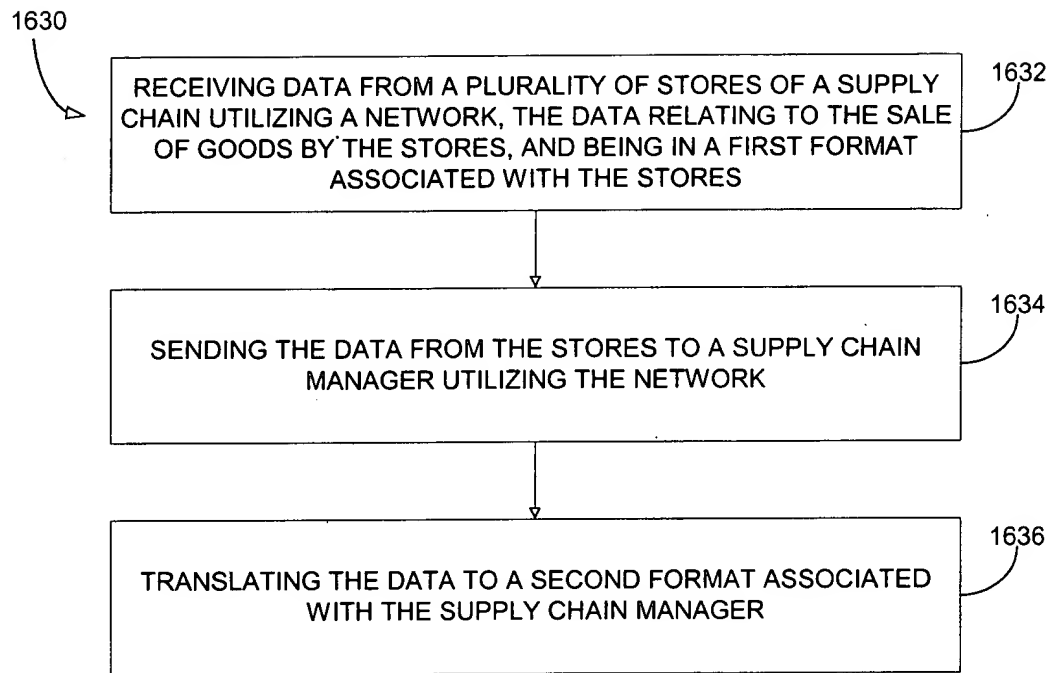
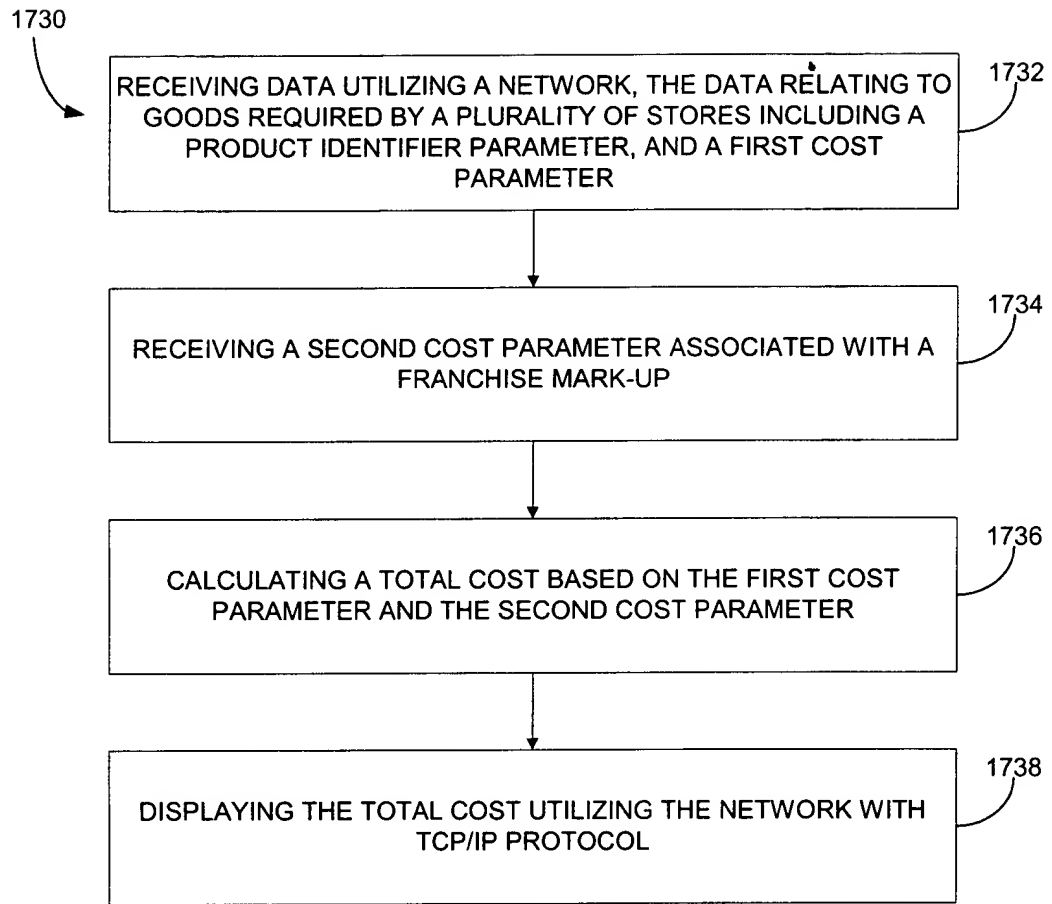
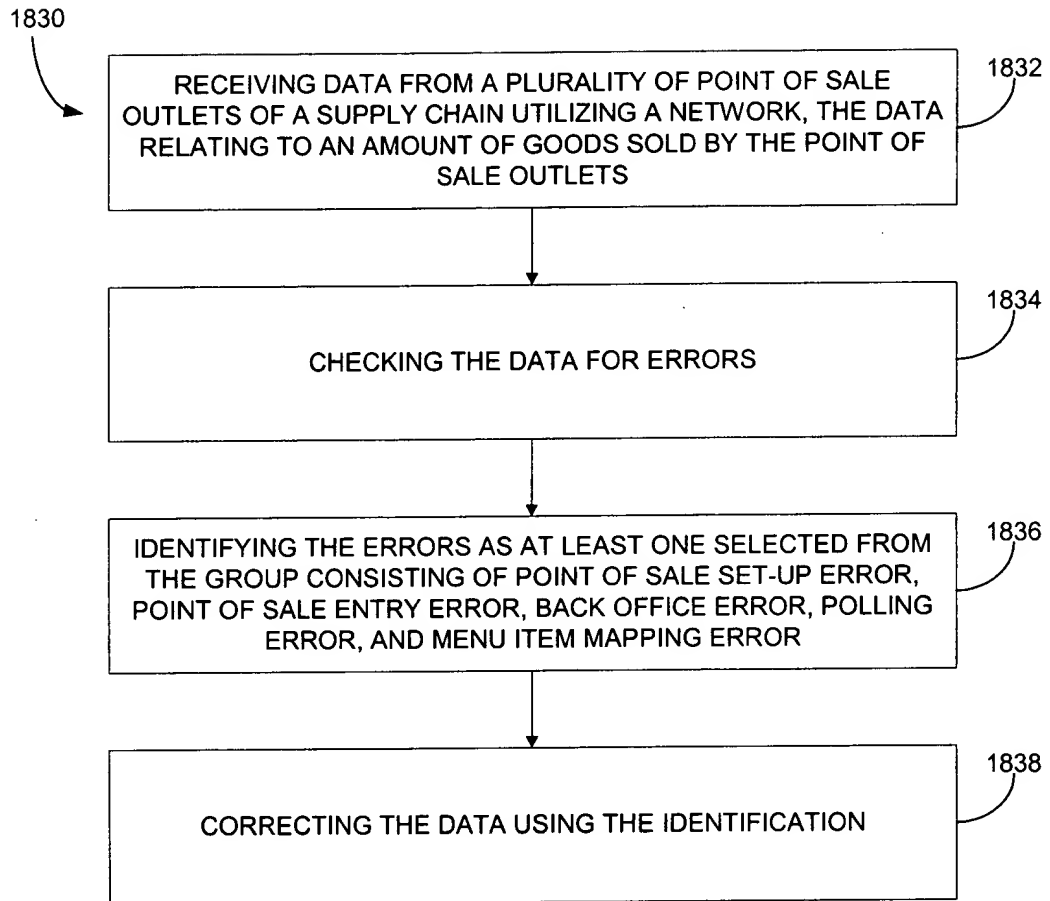


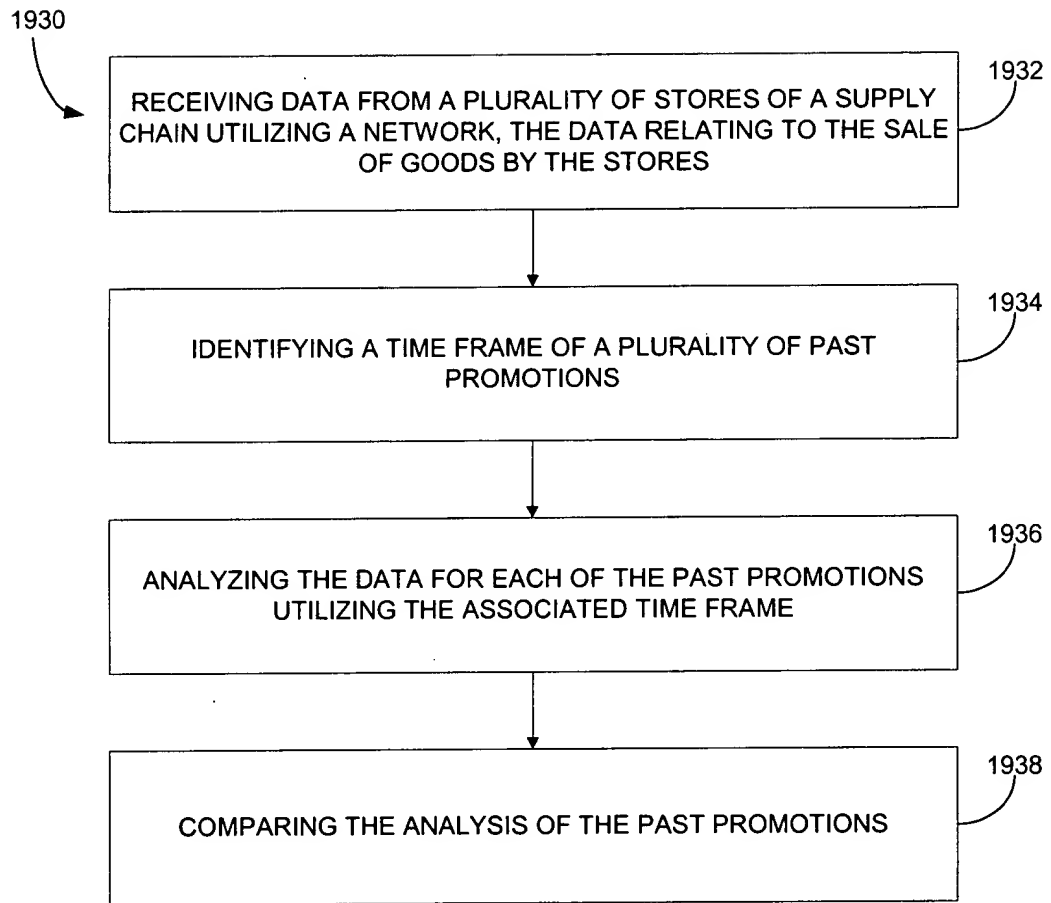
FIG. 16



**FIG. 17**



**FIG. 18**



**FIG. 19**



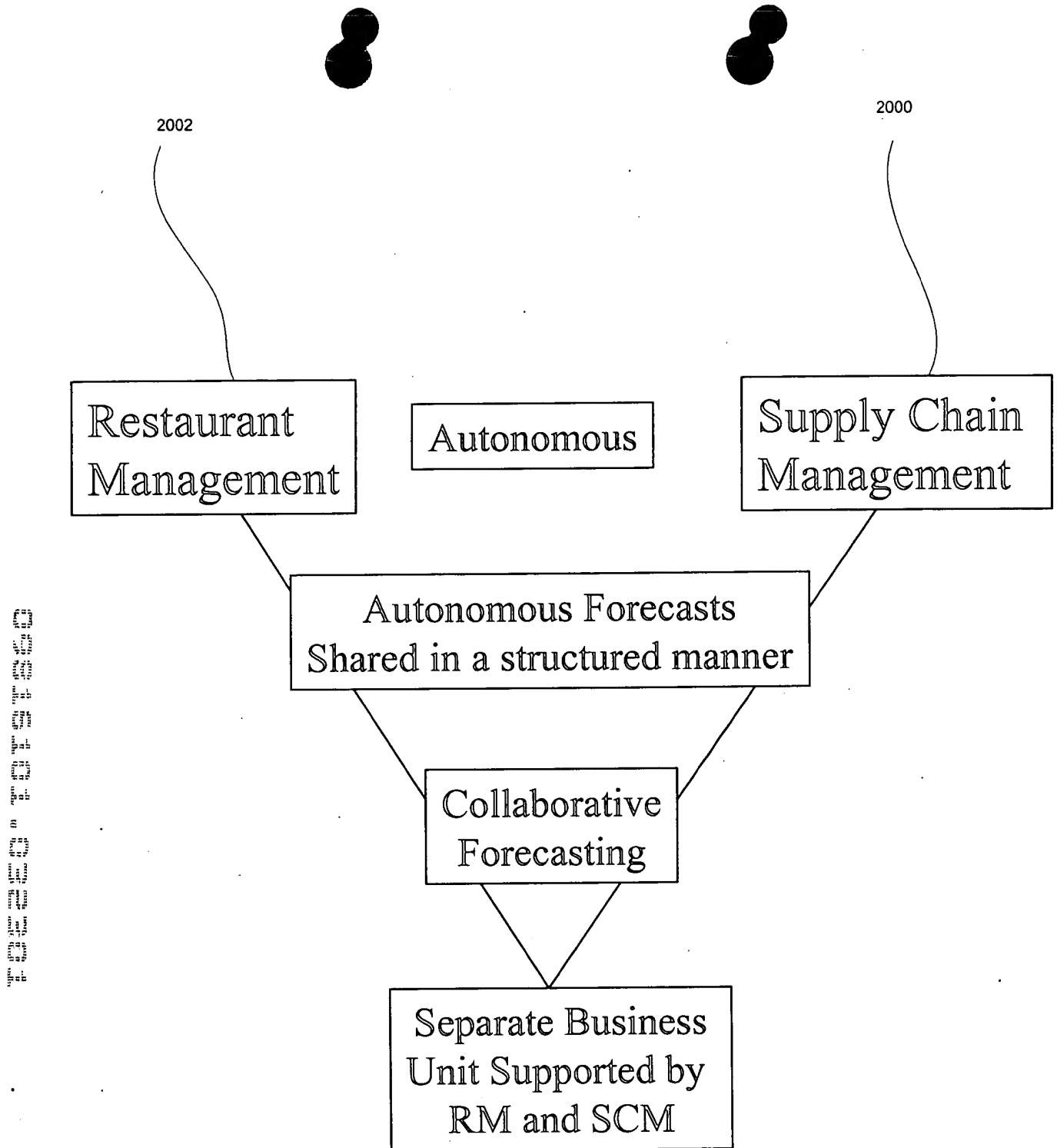


Fig. 20

FIG. 21 is a block diagram of a system architecture for a restaurant chain. The diagram shows the flow of data and business processes between various entities and integration points.

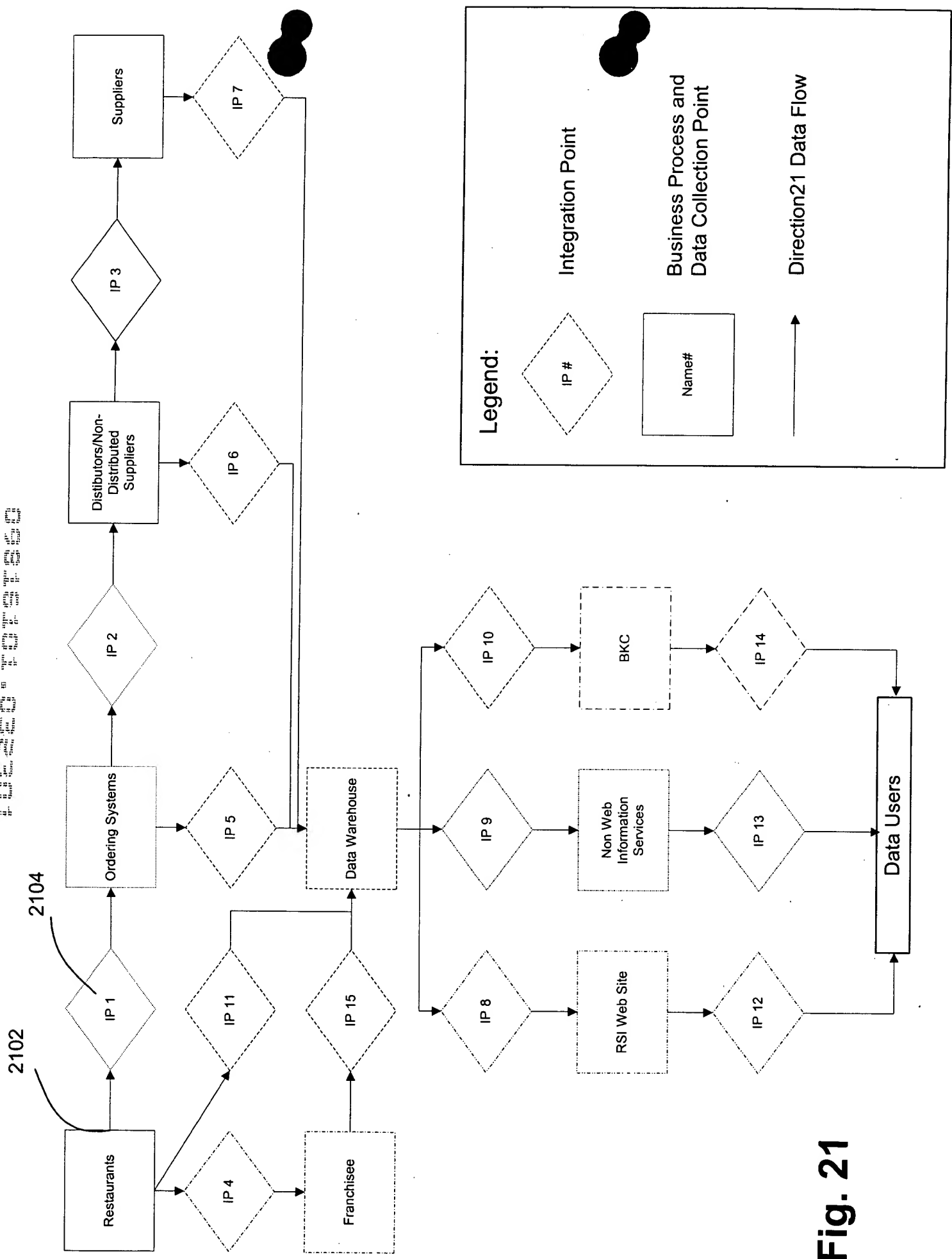


Fig. 21

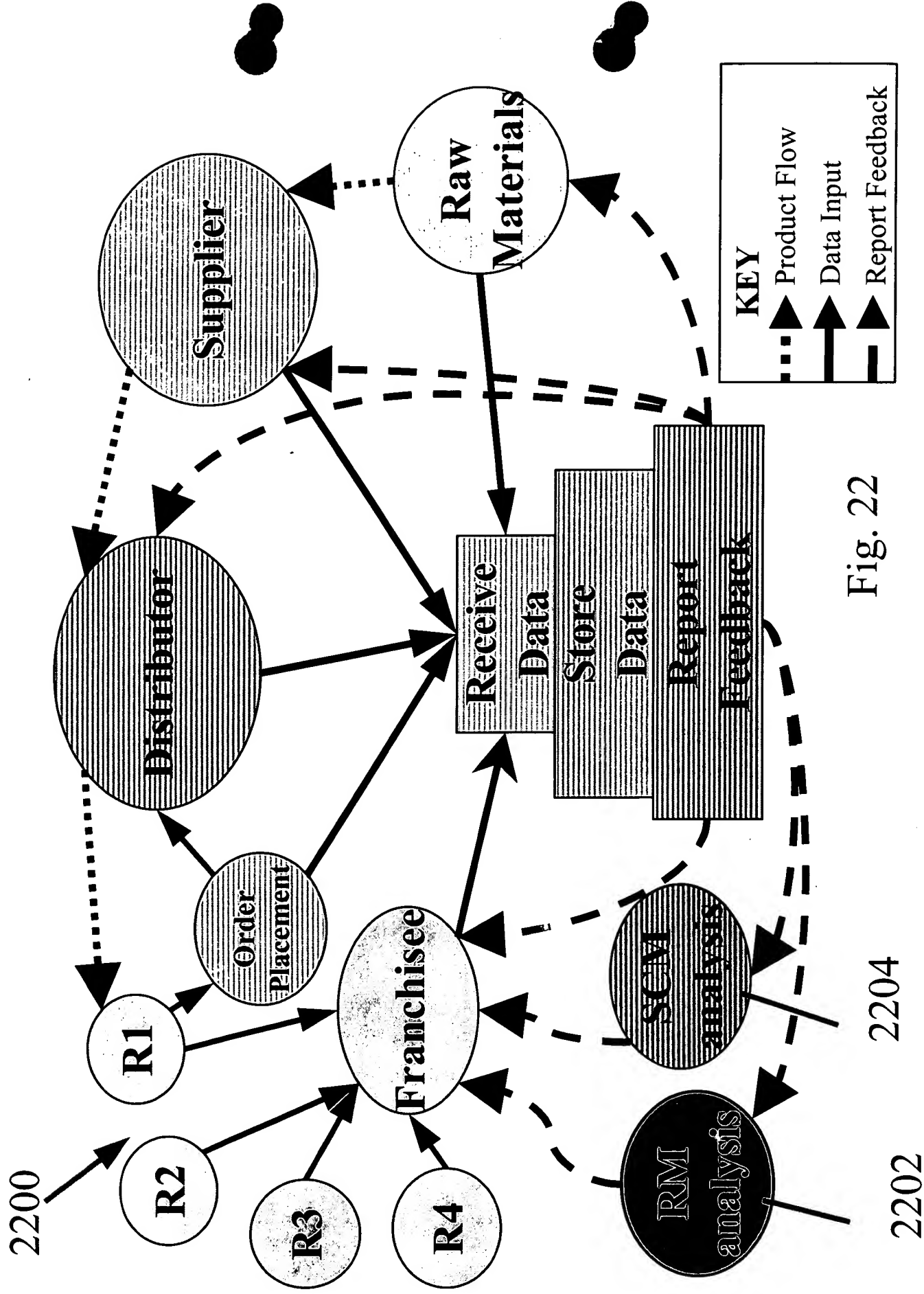


Fig. 22

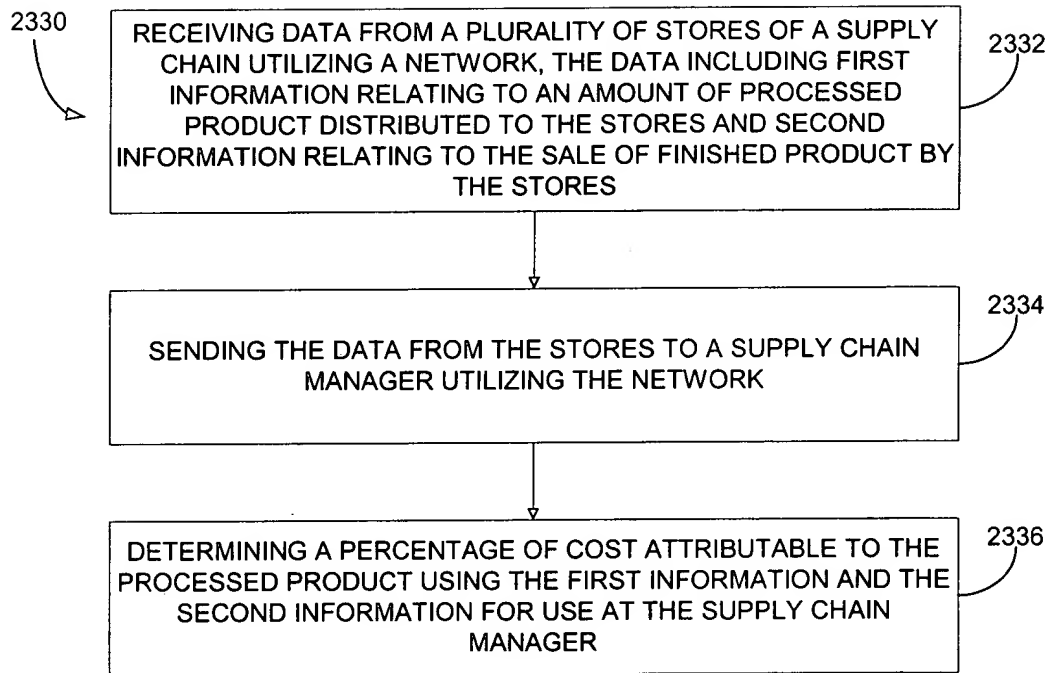


FIG. 23

FIG. 24

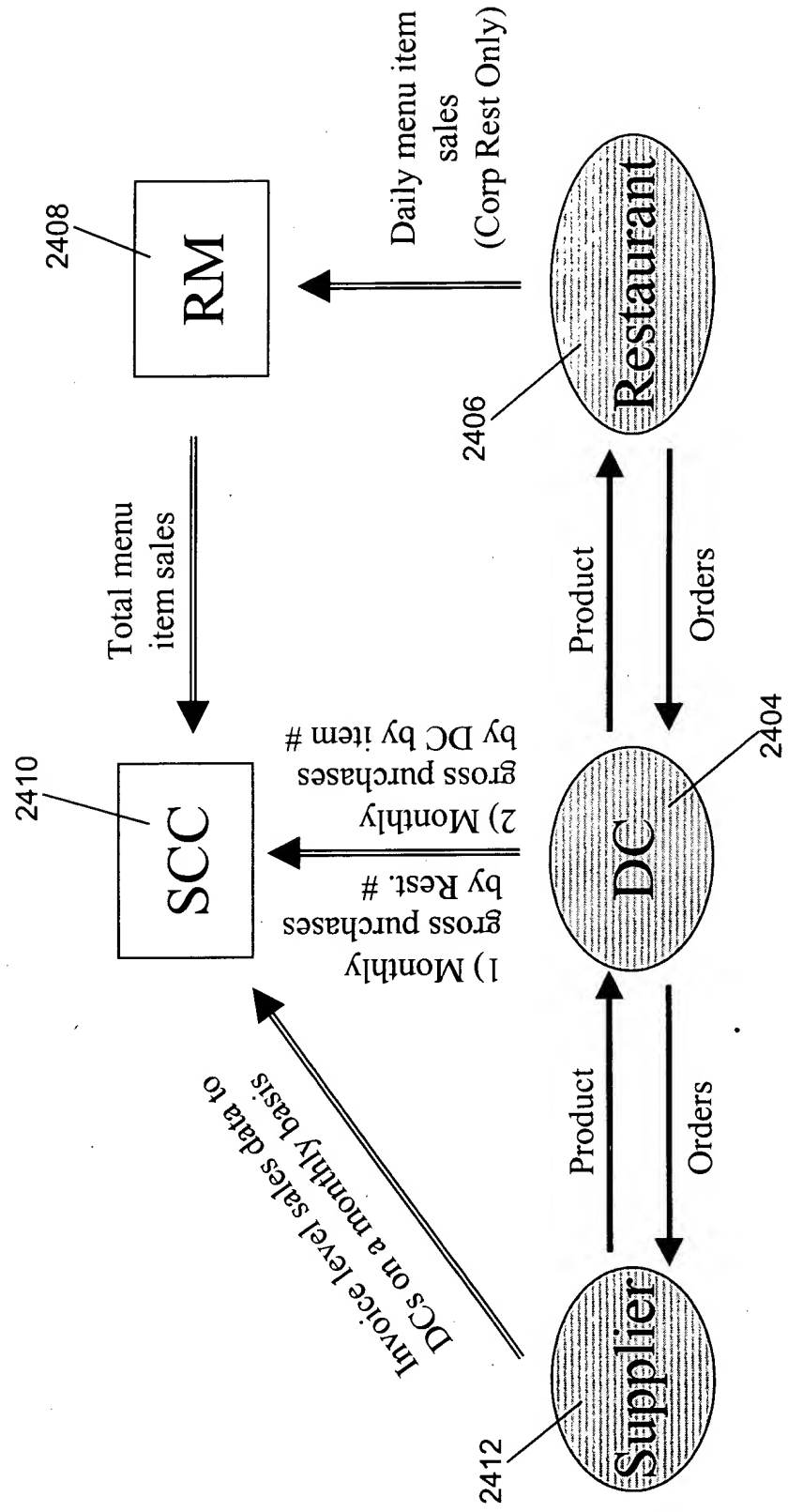
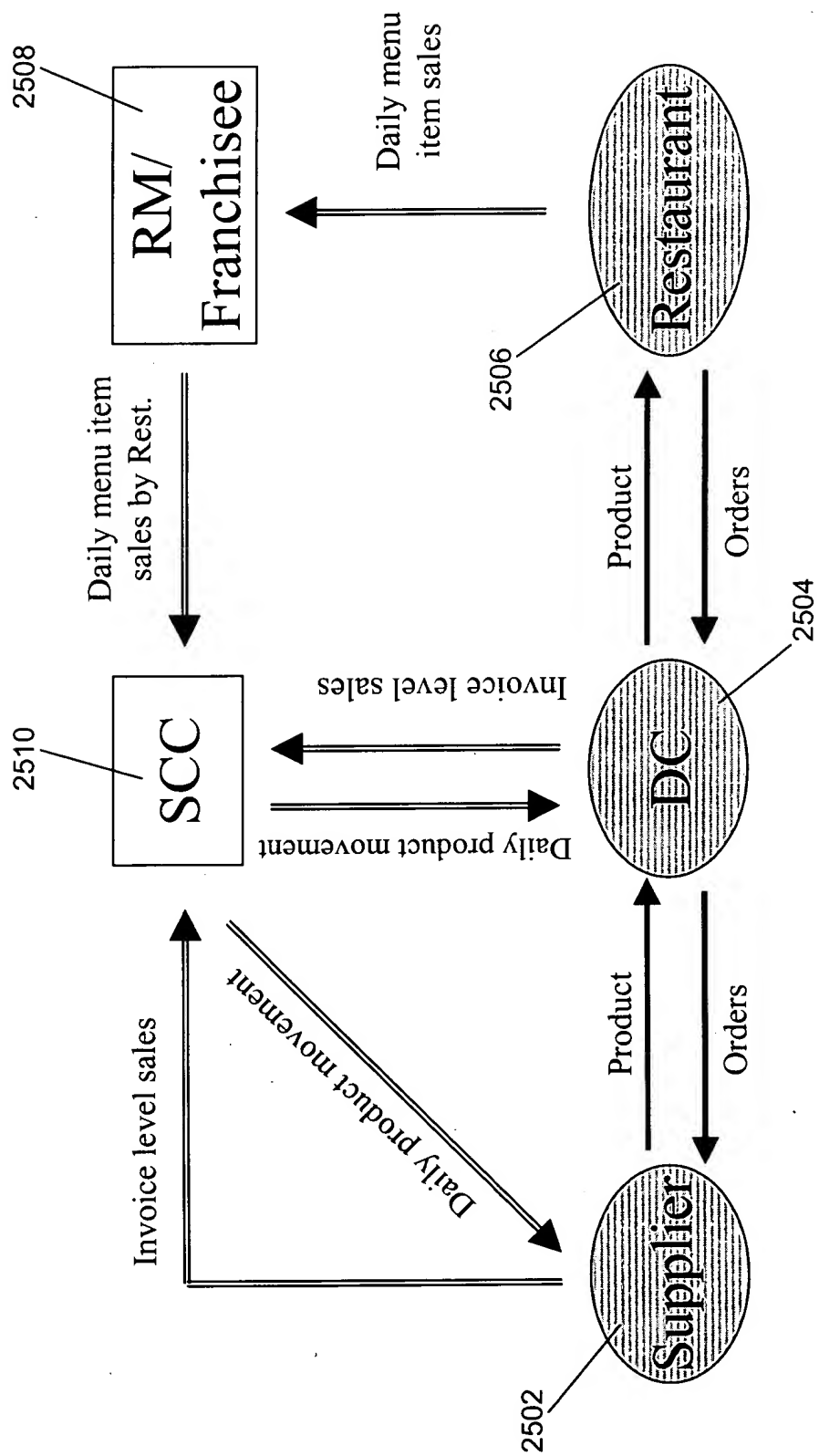


FIG. 25



2600

2602

2604

Sales Forecast Worksheet - System

| Week   | History |       |      |      |      |      |       | Forecast |       |       |       |       |       |       |      |       |
|--|---------|-------|------|------|------|------|-------|----------|-------|-------|-------|-------|-------|-------|------|-------|
|  | Q1      | Q2    | W-6  | W-5  | W-4  | W-3  | W-2   | W-1      | W+1   | W+2   | W+3   | W+4   | W+5   | W+6   | Q3   | Q4    |
| GRP's  |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Ntn'l Marketing Theme                            |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Advertising Score                                |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Local Considerations                             |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Competition Index                                |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Weather Index                                    |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Seasonality Index                                |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Sales History/Forecast Total (\$/store)          |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Key Products by Menu Item (units/day/store)      |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| WHOPPERS   | 437     | 327   | 203  | 207  | 193  | 234  | 297   | 282      | 300   | 344   | 358   | 394   | 413   | 409   | 284  | 327   |
| WHOPPERS W/CHEESE                                | 208     | 172   | 143  | 140  | 135  | 155  | 196   | 172      | 163   | 172   | 179   | 196   | 206   | 204   | 143  | 164   |
| YWVM WHOPPERS                                    | 805     | 723   | 701  | 692  | 623  | 760  | 921   | 829      | 900   | 943   | 829   | 912   | 958   | 948   | 707  | 813   |
| etc.....   |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Key Products by Inventory Item (cases/day/store) |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Beef-Whopper 4.0 oz                              | 10.1    | 8.5   | 7.3  | 7.2  | 6.6  | 8.0  | 9.8   | 8.9      | 9.5   | 10.1  | 9.5   | 10.4  | 11.0  | 10.8  | 7.9  | 9.1   |
| Cheese-American Sliced                           | 0.3     | 0.2   | 0.2  | 0.2  | 0.2  | 0.2  | 0.3   | 0.2      | 0.2   | 0.2   | 0.2   | 0.3   | 0.3   | 0.3   | 0.2  | 0.2   |
| Mayo-bulk  | 2.8     | 2.4   | 2.0  | 2.0  | 1.9  | 2.2  | 2.8   | 2.5      | 2.7   | 2.8   | 2.7   | 2.9   | 3.1   | 3.0   | 2.2  | 2.5   |
| Pickles - Pail                                   | 1.8     | 1.5   | 1.3  | 1.3  | 1.2  | 1.4  | 1.7   | 1.6      | 1.7   | 1.8   | 1.7   | 1.8   | 1.9   | 1.9   | 1.4  | 1.6   |
| Wrap Whopper                                     | 0.4     | 0.3   | 0.3  | 0.3  | 0.2  | 0.3  | 0.4   | 0.3      | 0.3   | 0.4   | 0.3   | 0.4   | 0.4   | 0.4   | 0.3  | 0.3   |
| Ketchup- Bulk                                    | 1.9     | 1.6   | 1.4  | 1.4  | 1.2  | 1.5  | 1.8   | 1.7      | 1.8   | 1.9   | 1.8   | 2.0   | 2.1   | 2.0   | 1.5  | 1.7   |
| Bun-Whopper 5" (dozen)                           | 120.8   | 101.8 | 87.3 | 86.6 | 79.3 | 95.8 | 117.8 | 106.9    | 113.6 | 121.6 | 113.8 | 125.2 | 131.4 | 130.1 | 94.5 | 108.7 |
| Lettuce - shredded                               | 3.4     | 2.9   | 2.5  | 2.4  | 2.2  | 2.7  | 3.3   | 3.0      | 3.2   | 3.4   | 3.2   | 3.5   | 3.7   | 3.7   | 2.7  | 3.1   |
| Tomatoes   | 4.5     | 3.8   | 3.3  | 3.2  | 3.0  | 3.6  | 4.4   | 4.0      | 4.3   | 4.6   | 4.3   | 4.7   | 4.9   | 4.9   | 3.5  | 4.1   |
| Onions - sliced                                  | 4.5     | 3.8   | 3.3  | 3.2  | 3.0  | 3.6  | 4.4   | 4.0      | 4.3   | 4.6   | 4.3   | 4.7   | 4.9   | 4.9   | 3.5  | 4.1   |
| tc...  |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |

# FIG. 27

2700

## Promotional Monitor - System & Regional

|  |                   | History  |          |          |          | Week #1 |         |         |         |         |         |         |          |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
|  |                   | W-4      | W-3      | W-2      | W-1      | D+1     | D+2     | D+3     | D+4     | D+5     | D+6     | D+7     | Total    |
| Total Sales(\$/Store)  |                   | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week)                  |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Category   | Segment           |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 215      | 211      | 228      | 269      | 32      | 34      | 37      | 37      | 40      | 60      | 46      | 286      |
|  | WHOPPERS W/CHEESE | 146      | 142      | 148      | 162      | 18      | 20      | 21      | 21      | 23      | 35      | 26      | 165      |
|  | YWWM WHOPPERS     | 699      | 679      | 714      | 813      | 94      | 103     | 111     | 111     | 120     | 180     | 137     | 857      |
| Whopper Total  |                   | 1,060    | 1,032    | 1,090    | 1,244    | 144     | 157     | 170     | 170     | 183     | 275     | 209     | 1,309    |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 11.4%    | -9.8%    | -23.2%   | -4.6%    | 2.3%    | 3.0%    | 1.0%    | 4.0%    | 11.0%   | 16.0%   | 8.0%    | 6.5%     |
|  | WHOPPERS W/CHEESE | 8.1%     | -8.4%    | -24.5%   | -5.8%    | 1.0%    | 4.0%    | 1.0%    | 4.0%    | 13.0%   | 14.0%   | 9.0%    | 6.6%     |
|  | YWWM WHOPPERS     | 12.2%    | -10.7%   | -22.5%   | -1.9%    | 3.0%    | 3.0%    | 1.0%    | 5.0%    | 16.0%   | 19.0%   | 7.0%    | 7.7%     |
| Whopper Total  |                   | 10.6%    | -9.6%    | -23.4%   | -4.1%    | 2.1%    | 3.3%    | 1.0%    | 4.3%    | 13.3%   | 16.3%   | 8.0%    | 6.9%     |

2702



2830

GENERATING DATA AT A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN ORDERING OF GOODS REQUIRED BY THE STORES

2832

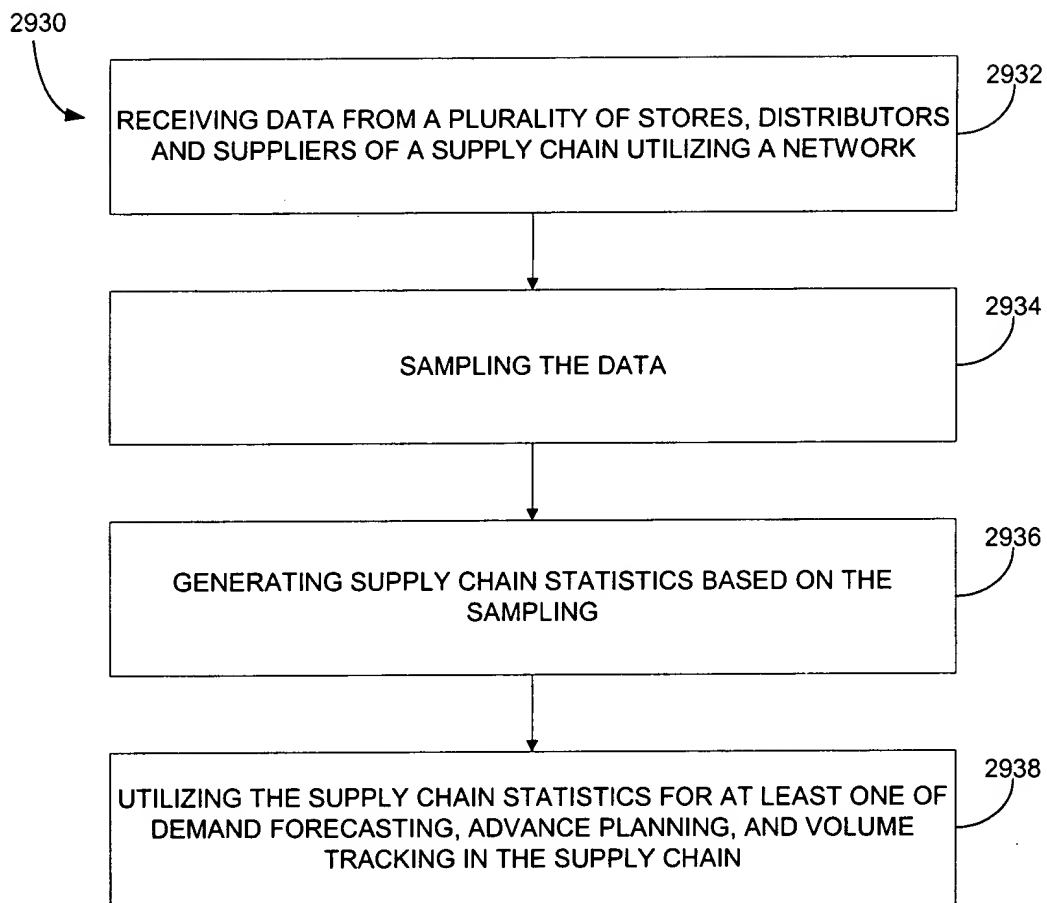
TAGGING THE DATA WITH A NUMERIC GOODS IDENTIFIER COMMON TO A PLURALITY OF DIFFERENT SUPPLY CHAIN PARTICIPANTS

2834

COMMUNICATING THE DATA AND THE NUMERIC GOODS IDENTIFIER TO AT LEAST ONE OF THE SUPPLY CHAIN PARTICIPANTS UTILIZING THE NETWORK, WHEREIN THE AT LEAST ONE SUPPLY CHAIN PARTICIPANT IS CAPABLE OF USING THE DATA AND THE NUMERIC GOODS IDENTIFIER FOR FULFILLMENT OF THE ORDER

2836

FIG. 28



**FIG. 29**

3000

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

| Operations: |       | Warehouse Outs |       | Damages |       | MisPicks |       | Short on Truck |       | Overlooked and Not Returned |  | Total Operations |  |
|-------------|-------|----------------|-------|---------|-------|----------|-------|----------------|-------|-----------------------------|--|------------------|--|
| Cases:      | 154   |                | 68    |         | 62    |          | 284   |                | 568   |                             |  |                  |  |
| Percent     | 0.23% |                | 0.10% |         | 0.09% |          | 0.43% |                | 0.86% |                             |  |                  |  |

3004

| Purchasing: |       | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|-------|---------------|---------------|-------------|------------------|
| Cases:      | 990   | 70            |               |             | 1060             |
| Percent:    | 1.51% | 0.11%         | 0.00%         |             | 1.61%            |

| Distribution Center Total: |      | Cases |  | Percent |  |
|----------------------------|------|-------|--|---------|--|
| Operations:                | 568  | 0.86% |  |         |  |
| Purchasing:                | 1060 | 1.61% |  |         |  |
| Grand Total:               | 1628 | 2.48% |  |         |  |

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

|                          |       |
|--------------------------|-------|
| Total # of Deliveries:   | 1232  |
| # of On-Time Deliveries: |       |
| On-Time Delivery Rate:   | 0.00% |

Perfect Order Rate

|                            |        |
|----------------------------|--------|
| Total # of Deliveries:     | 1232   |
| Total # of Perfect Orders: | 725    |
| Perfect Order Rate:        | 58.85% |

FIG. 30

3100

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

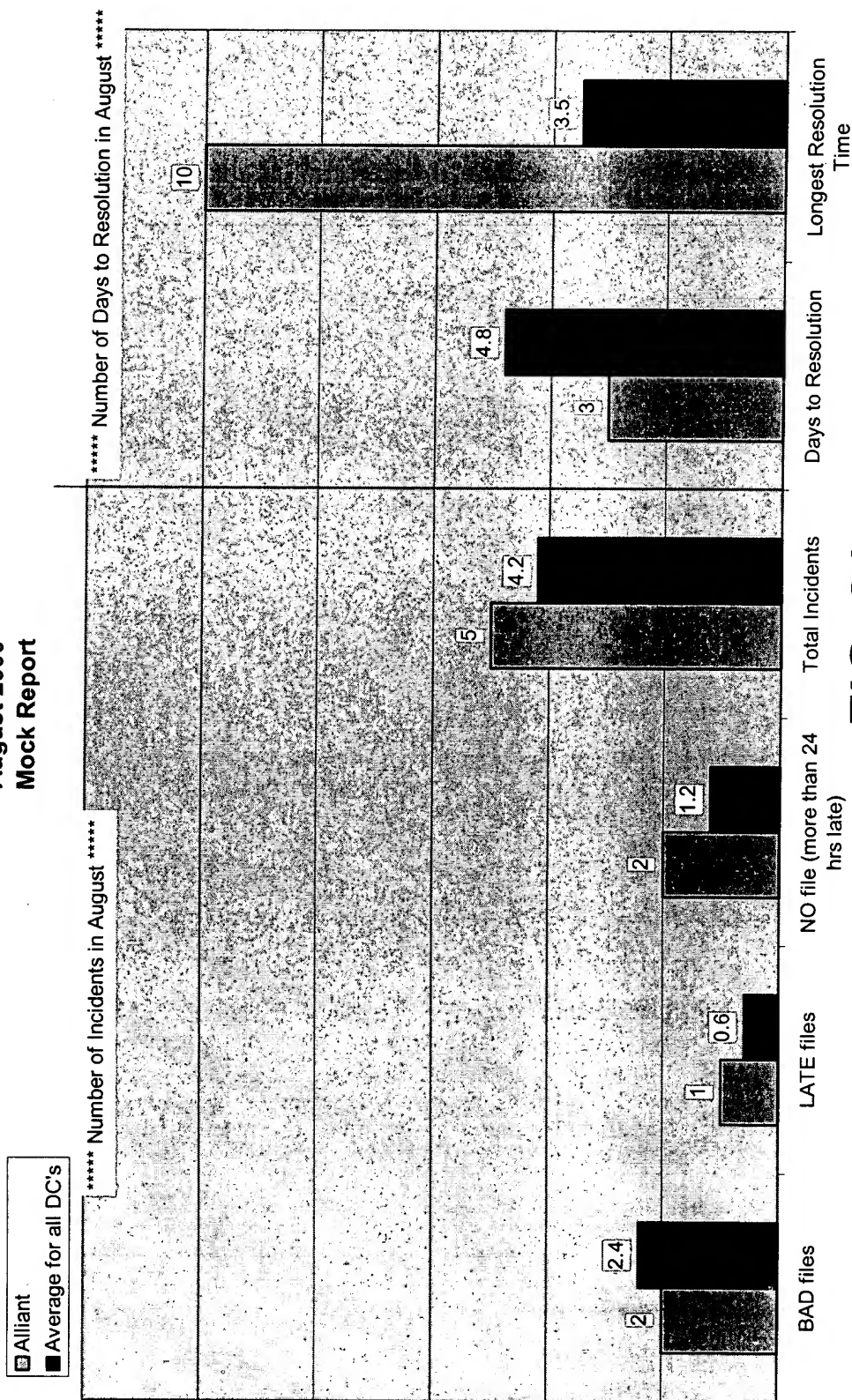


FIG. 31

3200



# Service Level Reporting August

|                        | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah        | 99.14%    | 90.06%    |               |
| Alliant-Topeka         |           |           |               |
| Alliant-Wixom          | 99.05%    | 93.71%    |               |
| King-Atlanta           | 99.34%    | 92.91%    | 78.70%        |
| King-Jacksonville      | 99.66%    | 98.56%    | 80.90%        |
| King-Louisville        | 99.78%    | 94.53%    | 88.88%        |
| Maines-29 Conklin      | 99.41%    |           | 79.25%        |
| Maines-30 Cleveland    |           |           |               |
| Maines-Long Island     | 99.41%    |           |               |
| Maines-New England     | 99.63%    |           | 79.83%        |
| MBM-Fullerton          | 99.13%    | 84.15%    | #DIV/0!       |
| MBM-Lewisville         | 99.51%    | 92.88%    | #DIV/0!       |
| MBM-Orlando            | 99.72%    | 93.60%    | #DIV/0!       |
| MBM-Rocky Mount        | 99.13%    | 92.45%    | #DIV/0!       |
| McCabe's               | 99.80%    | 99.72%    | 98.84%        |
| McLane-Lubbock         | #DIV/0!   | #DIV/0!   | #DIV/0!       |
| Nicholas & Co.         | 99.60%    | 88.04%    | 85.37%        |
| RED Supply             | 99.16%    | 90.79%    | 80.12%        |
| REG-Victoria           | 99.42%    | #DIV/0!   |               |
| PYA-Monarch            | 99.20%    | 87.76%    |               |
| Reinhart-Cedar Rapids  | 99.05%    | 93.65%    |               |
| Reinhart-Oak Creek     | 99.31%    | 93.68%    |               |
| Reinhart-Rogers        | 99.50%    | 85.49%    |               |
| Restaurant's NW        | 99.03%    | 89.07%    | 80.47%        |
| Shamrock Commerce City | 89.54%    | 94.88%    | 85.13%        |
| Shamrock Phoenix       | 98.81%    | 83.88%    |               |
| Sygmal-Harrisburg      | 99.69%    |           | 82.83%        |
| Sygmal-Stockton        | 99.63%    |           |               |
| Sysco                  | 99.68%    | 100.00%   | 82.47%        |

|         | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50%    | 90.00%    | 78.00%        |
| RSI Min | 98.50%    | 90.00%    | 80.00%        |

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |
| Didn't meet BK Min.  |

FIG. 32

FIG. 33

3300

Vendor:

XYZ Company

Time Period:

Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

|      |
|------|
| 4    |
| 95%  |
| 1.7  |
| 95%  |
| 0.93 |

Invoice, Payment and Pricing:

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

|           |
|-----------|
| 12        |
| \$ 30,152 |
| \$ 3,594  |
| \$ 33,746 |

Invoice Accuracy:

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

|        |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

Inventory Management:

Average Days On Hand  
SKU #1  
SKU #2  
Max Days On Hand  
SKU #1  
SKU #2

|    |
|----|
| 19 |
| 22 |
| 40 |
| 32 |

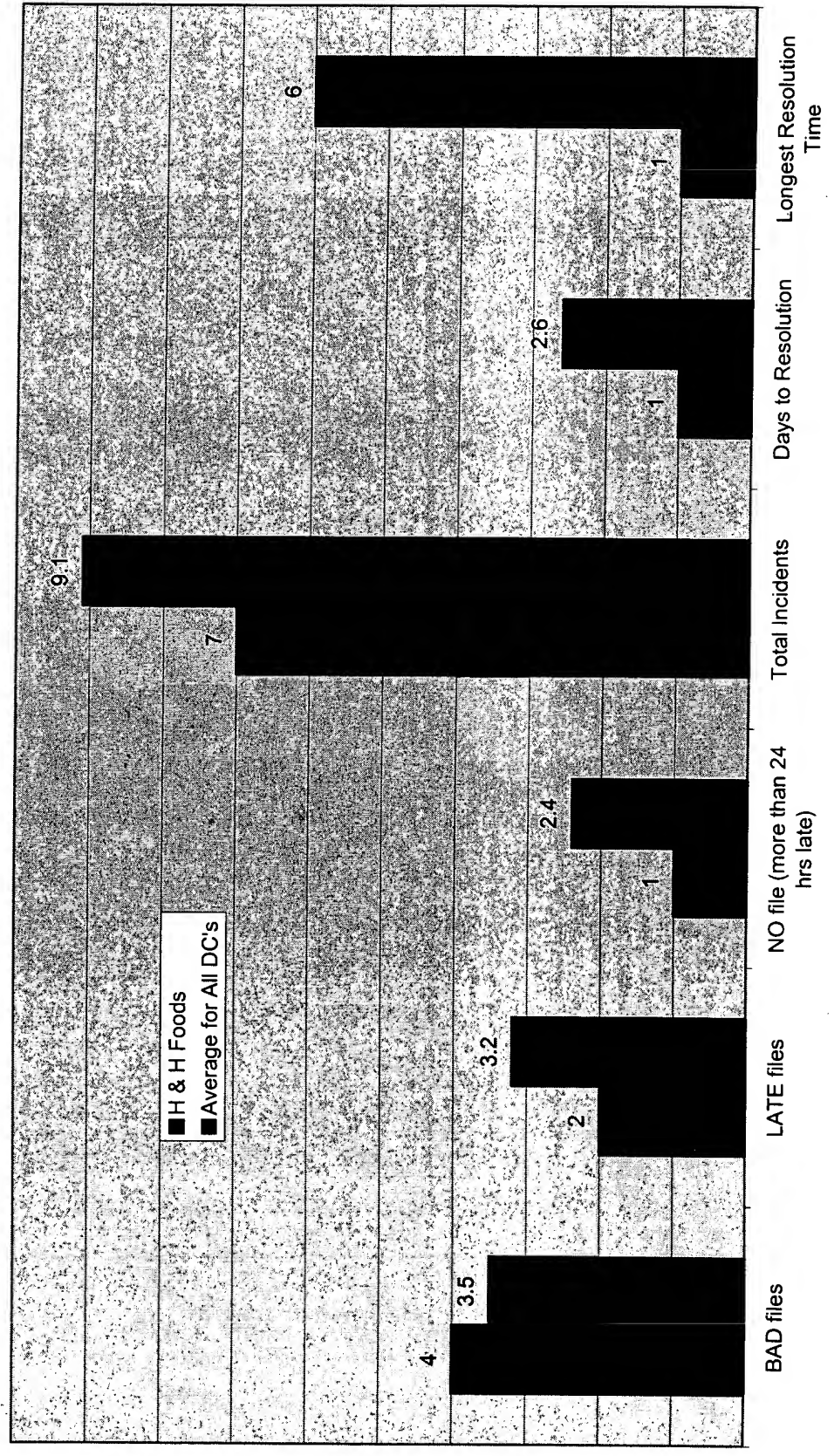
Monthly Carrying Cost  
SKU #1  
SKU #2  
Average as % FOB

|           |
|-----------|
| \$ 42,513 |
| \$ 12,589 |
| 1.25%     |

3400

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report





3500

## FIG. 35

### Service Level Reporting November - Mock Report

|                               | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|-------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES                       | \$1904                      |                             | 233%                              |
| COMARK INSTRUMENTS INC.       | \$1861                      |                             |                                   |
| WHITEFORD FOODS INC.          | \$0                         | 97.8%                       | 241%                              |
| LEEAGE BAKERY/COUNTRY KITCHEN | \$3760                      |                             |                                   |
| NCR SYSTEM MEDIA              | \$0                         | 92.1%                       | 218%                              |
| SIGNATURE MEATS GROUP         | \$0                         |                             | 162%                              |
| SCHWEBEL'S BAKING CO.         | \$0                         | 95.1%                       | 150%                              |
| MAUI CUP                      | \$0                         |                             |                                   |
| MIRAPLASTICS                  | \$0                         |                             | 125%                              |
| DIXIE PRODUCE & PACKAGING     | \$0                         |                             |                                   |
| NORTH LAKE INC.               | \$0                         |                             | 143%                              |
| FORT JAMES OPERATING COMPANY  | \$0                         | 89.6%                       | 190%                              |
| FRESH ADVANTAGE KC            | \$0                         |                             |                                   |
| SILVER KING BME CORP.         | \$0                         |                             |                                   |
| TYSON FOODS                   | \$0                         |                             |                                   |
| READY ACCESS                  | \$0                         |                             |                                   |
| GEORGIA PACIFIC TISSUE        |                             | 94.8%                       | 274%                              |
| CLOUGHIER TYRPACKING          |                             | 93.1%                       | 215%                              |
| BEVERAGE AIR                  | \$0                         |                             |                                   |
| COMPONENT HARDWARE GROUP INC. | \$0                         |                             | 206%                              |
| COCOA COLA USA                | \$1909                      |                             |                                   |
| TOASTMASTER                   | \$0                         | 93.5%                       | 155%                              |
| GRANT COUNTY FOODS            | \$0                         | 98.3%                       | 220%                              |
| FRESH EXPRESS                 | \$0                         |                             |                                   |
| TAYLOR FARMS                  | \$0                         |                             | 104%                              |
| MODULAR DISPENSING SYSTEM     | \$0                         |                             |                                   |
| CENTURY PRODUCTS LLC          | \$3428                      |                             |                                   |
| ROSE PACKING COMPANY          |                             | 93.6%                       | 293%                              |

|         | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| RSI Min | \$5,000.00                  | 92.00%                      | 3.00%                             |

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |



Report generated by the system on 11/11/00 at 11:11 AM. The data is for the month of November 2000.

3600

## Mock Report/1

|  | FY 01      | Oct-00   | Nov-00   | Dec-00   | Jan-01   | Feb-01   | Mar-01   | Apr-01   | May-01   |
|--|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>Food Cost Index</b>                         |            |          |          |          |          |          |          |          |          |
| Plan   | 99.75      | 99.69    | 99.20    | 98.63    | 100.33   | 100.49   | 101.12   | 100.44   | 99.92    |
| Actual   |            | 99.10    | 98.90    |          |          |          |          |          |          |
| Variance                                       |            | 0.59     |          |          |          |          |          |          |          |
| Good/(Bad)                                     |            |          | 0.30     |          |          |          |          |          |          |
| <b>Total Dollar Purchases (in Millions) /2</b> |            |          |          |          |          |          |          |          |          |
| Plan   | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual   |            | \$182.84 | \$182.08 |          |          |          |          |          |          |
| Variance                                       |            | \$1.14   | \$0.65   |          |          |          |          |          |          |
| Good/(Bad)                                     |            | 0.6%     | 0.4%     |          |          |          |          |          |          |

/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes

FIG. 36

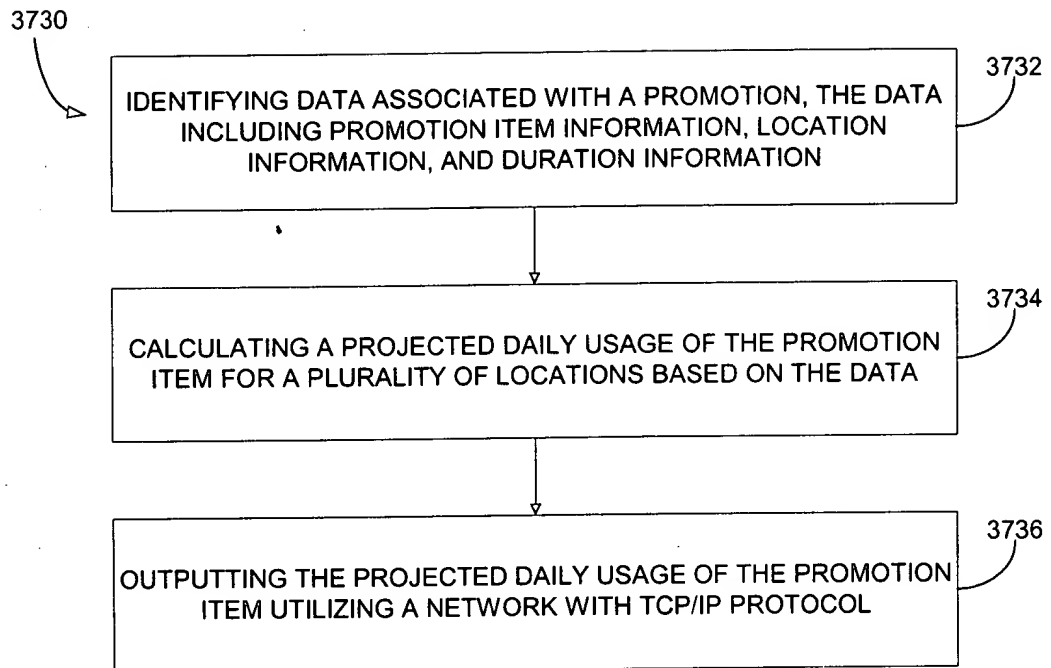


FIG. 37

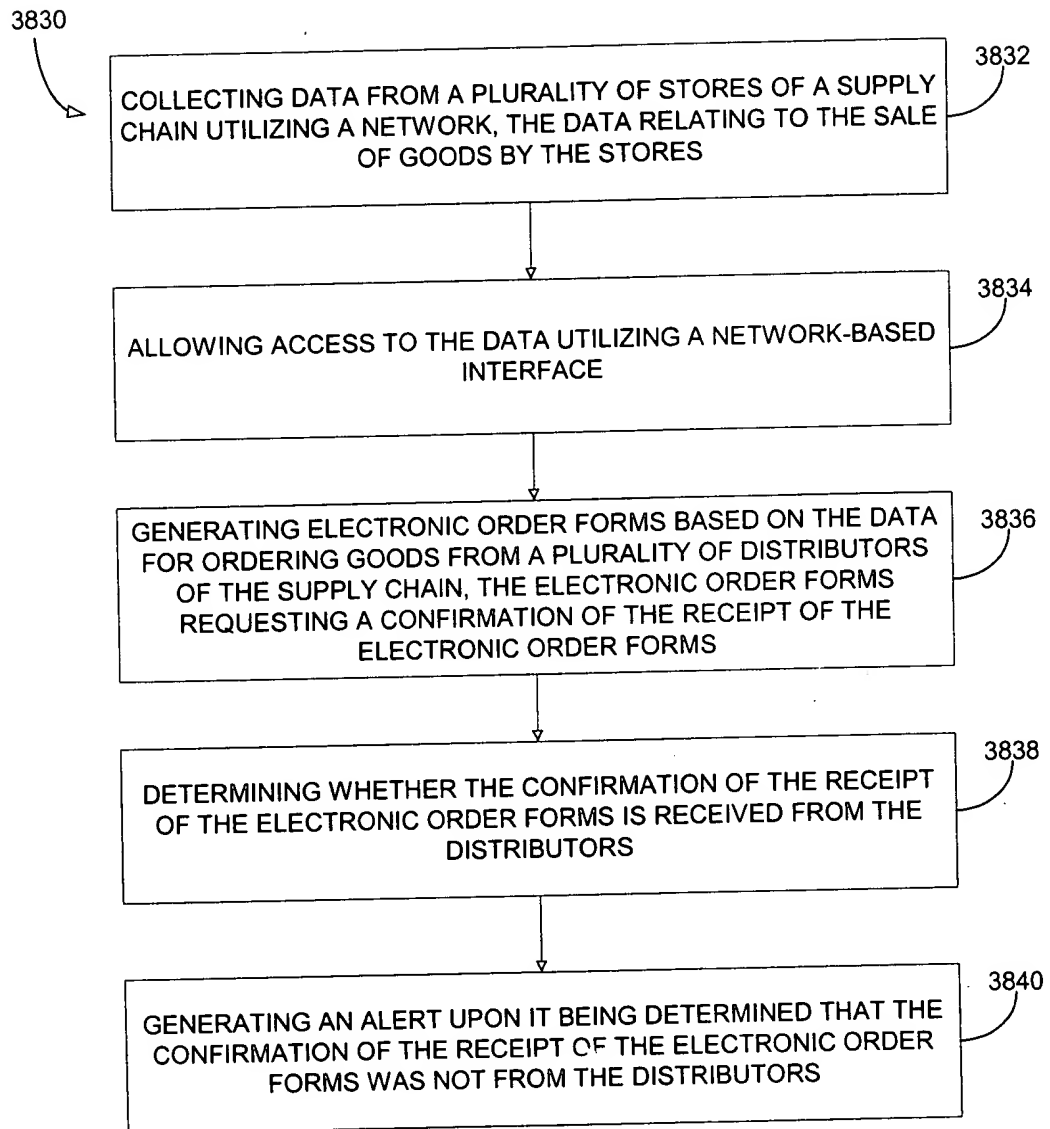
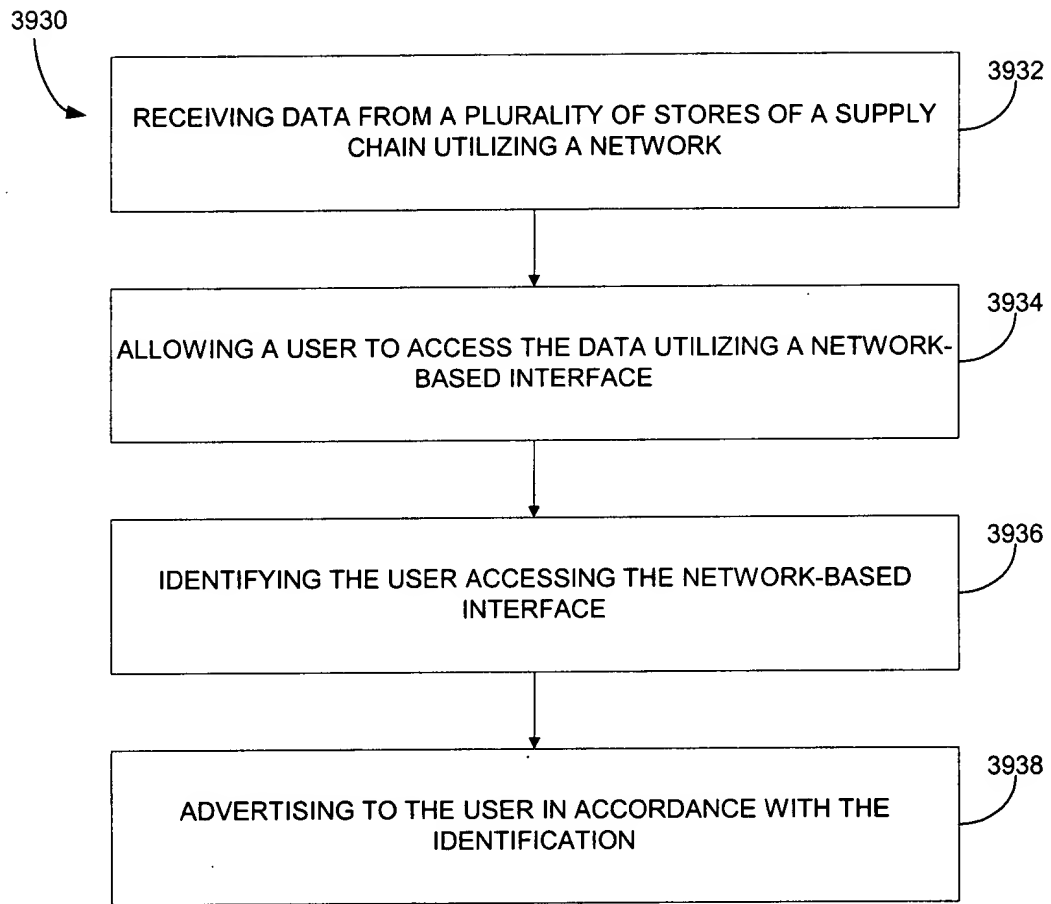
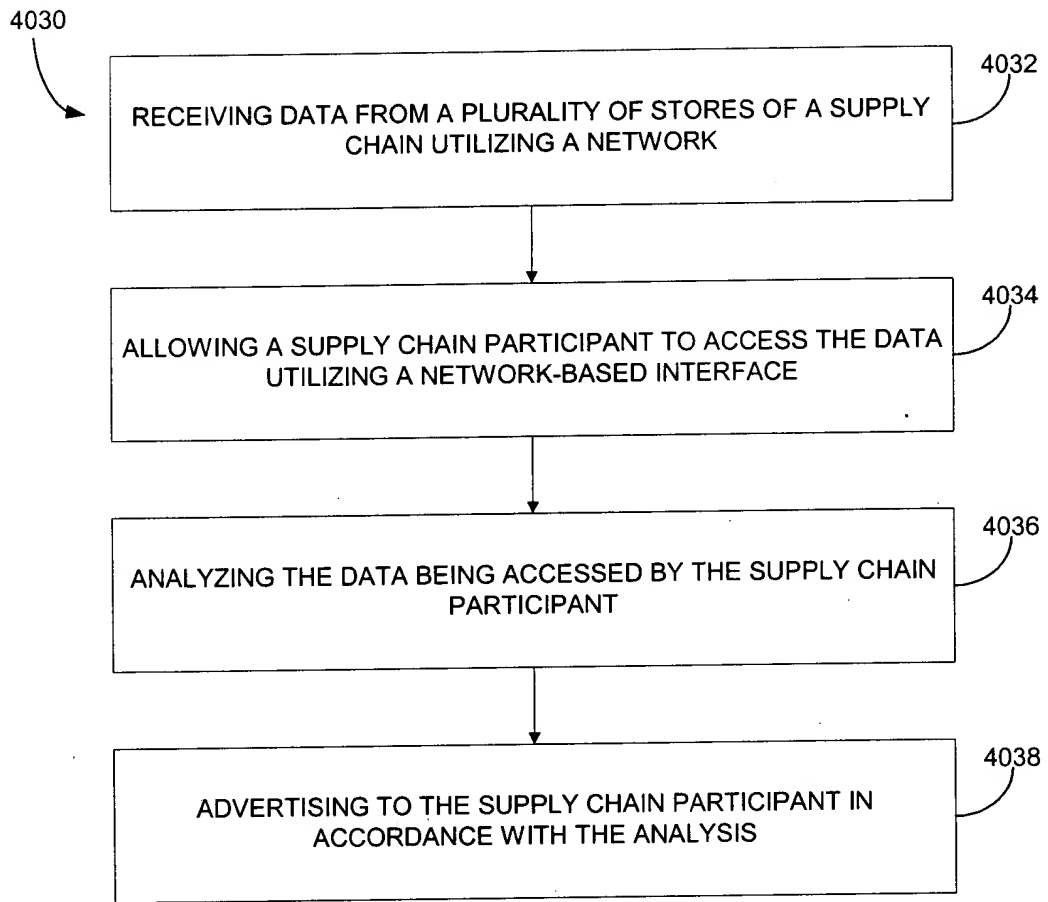


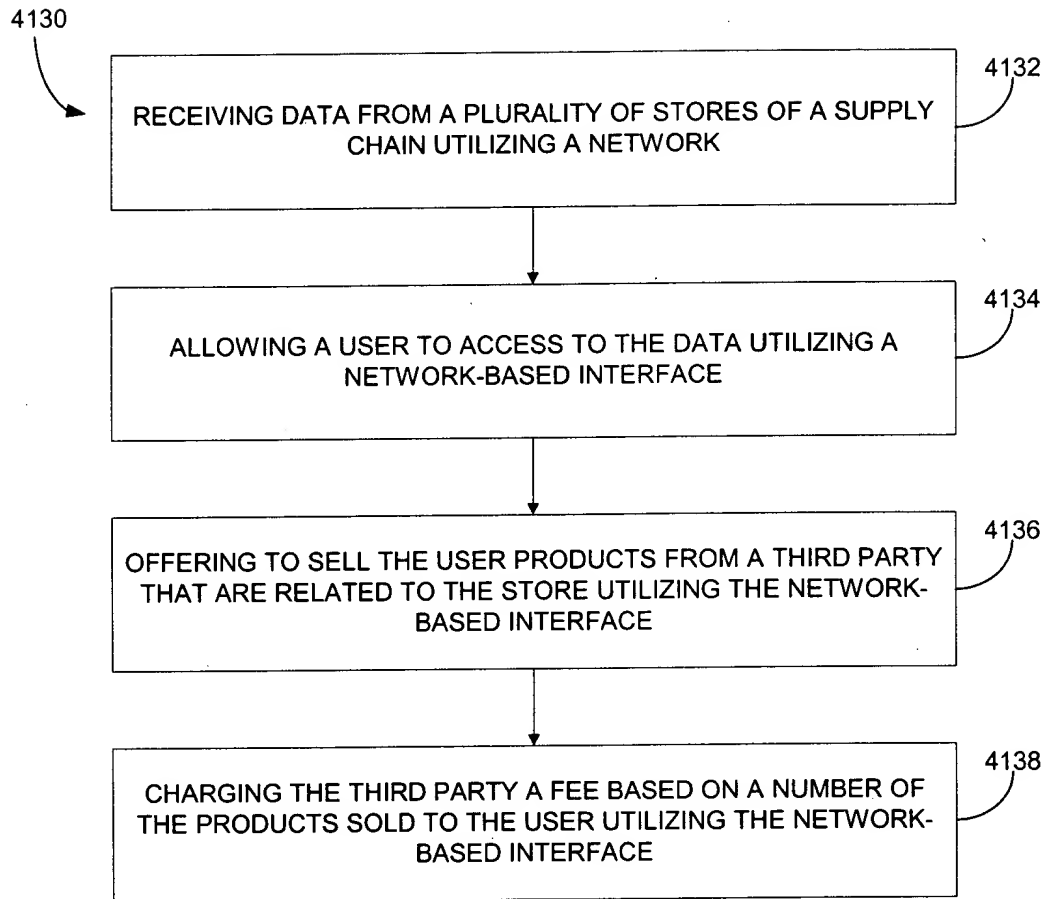
FIG. 38



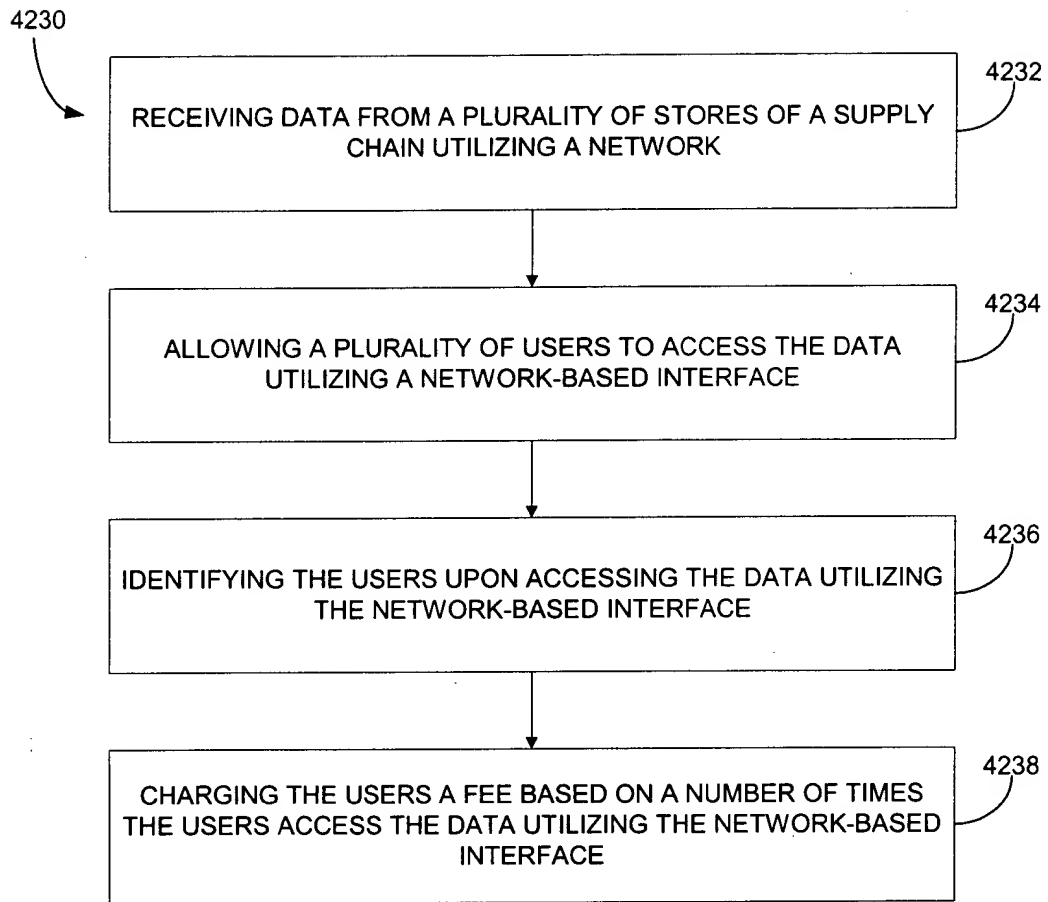
**FIG. 39**



**FIG. 40**



**FIG. 41**



**FIG. 42**

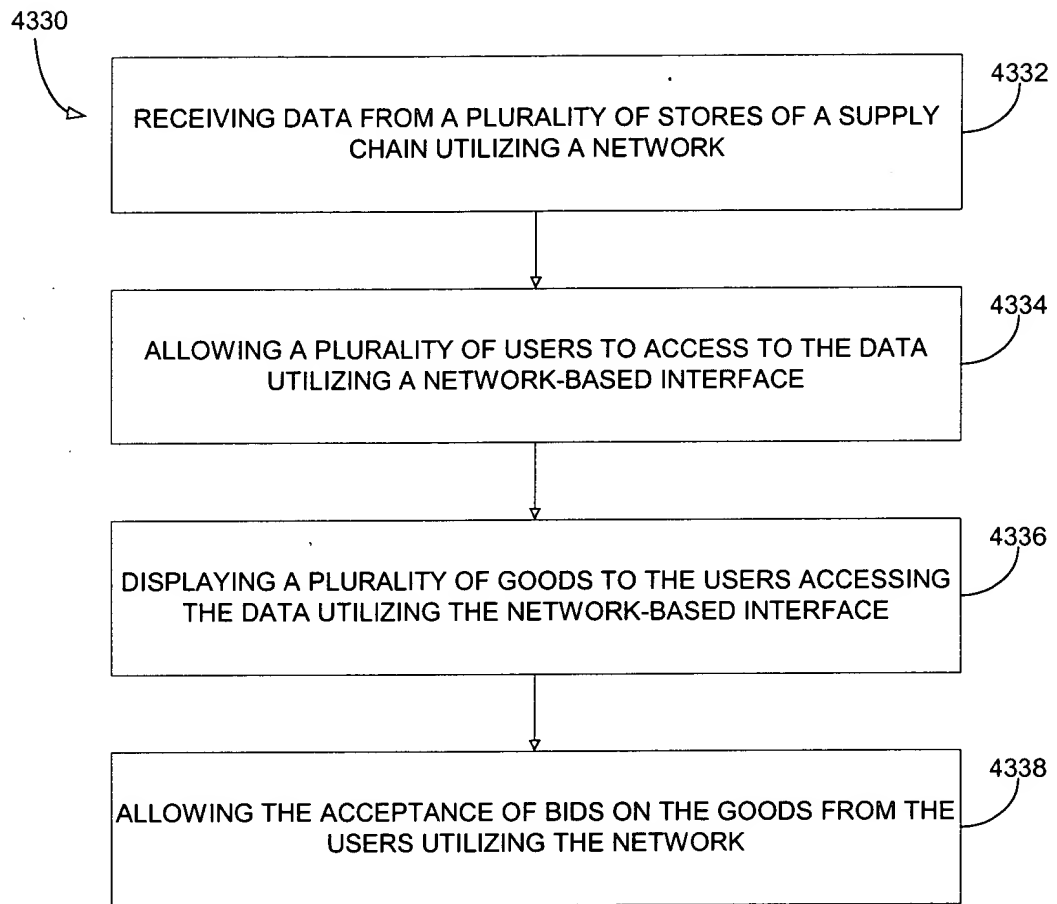


FIG. 43A



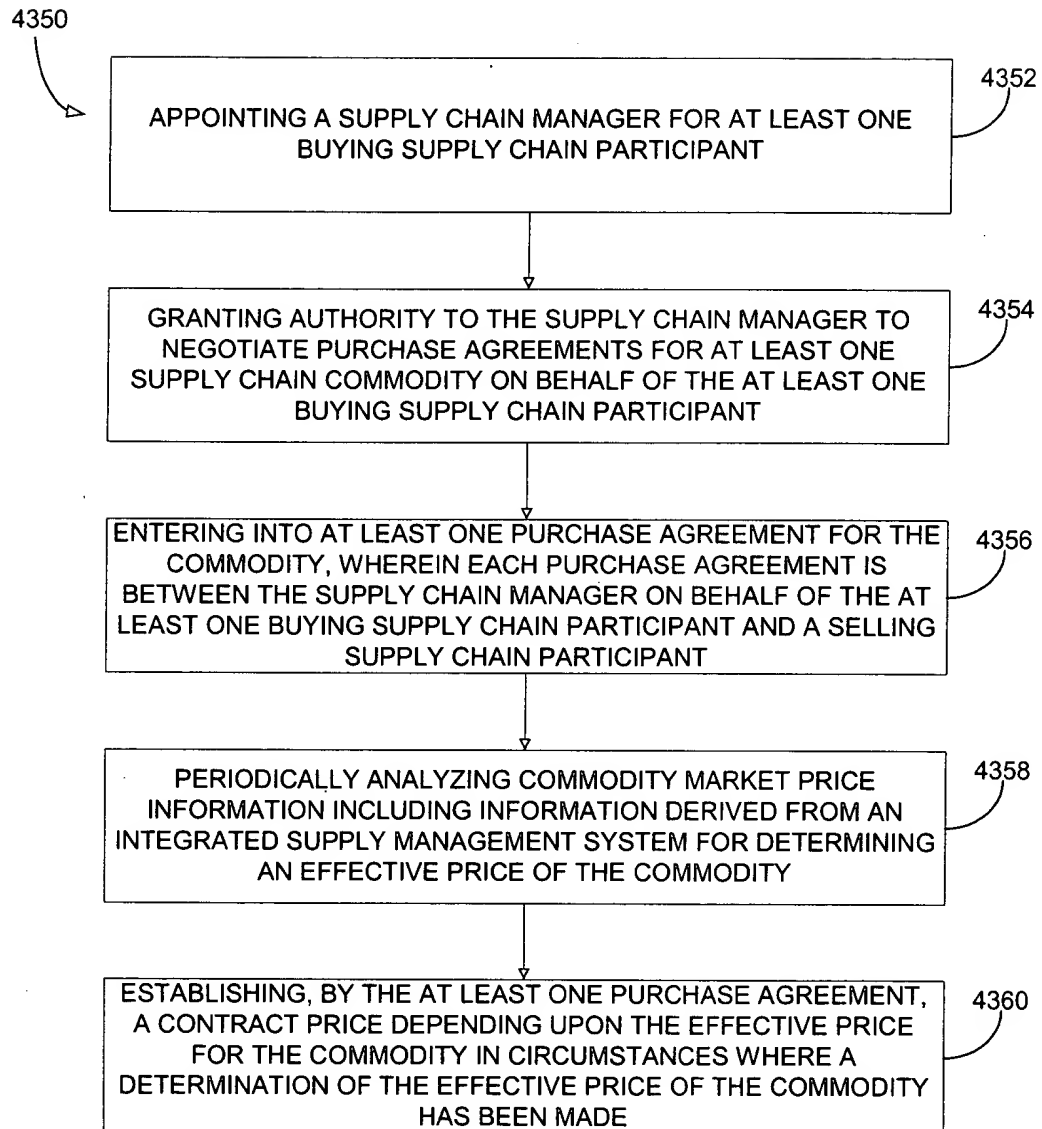


FIG. 43B

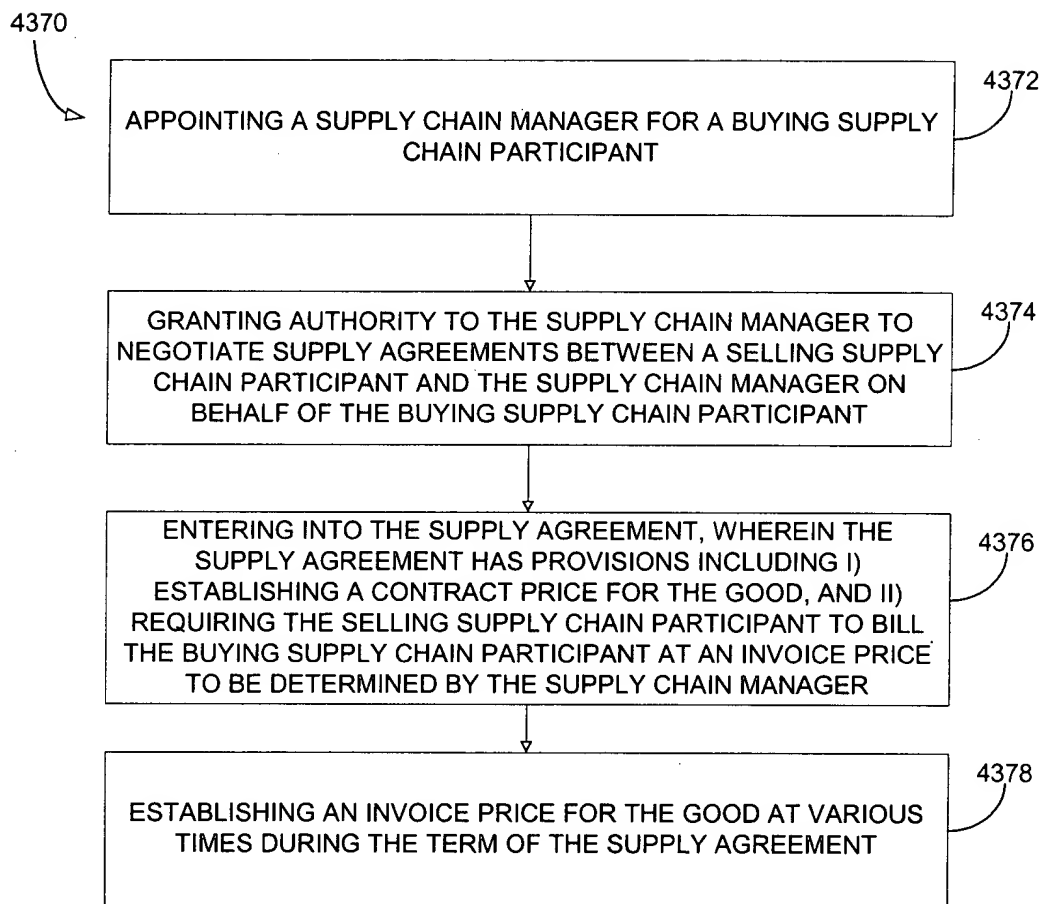


FIG. 43C

4386

APPOINTING A SUPPLY CHAIN MANAGER FOR AT LEAST ONE  
BUYING SUPPLY CHAIN PARTICIPANT

4388

AUTHORIZING THE SUPPLY CHAIN MANAGER TO NEGOTIATE  
SUPPLY AGREEMENTS FOR AT LEAST ONE GOOD ON BEHALF OF  
THE AT LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT

4390

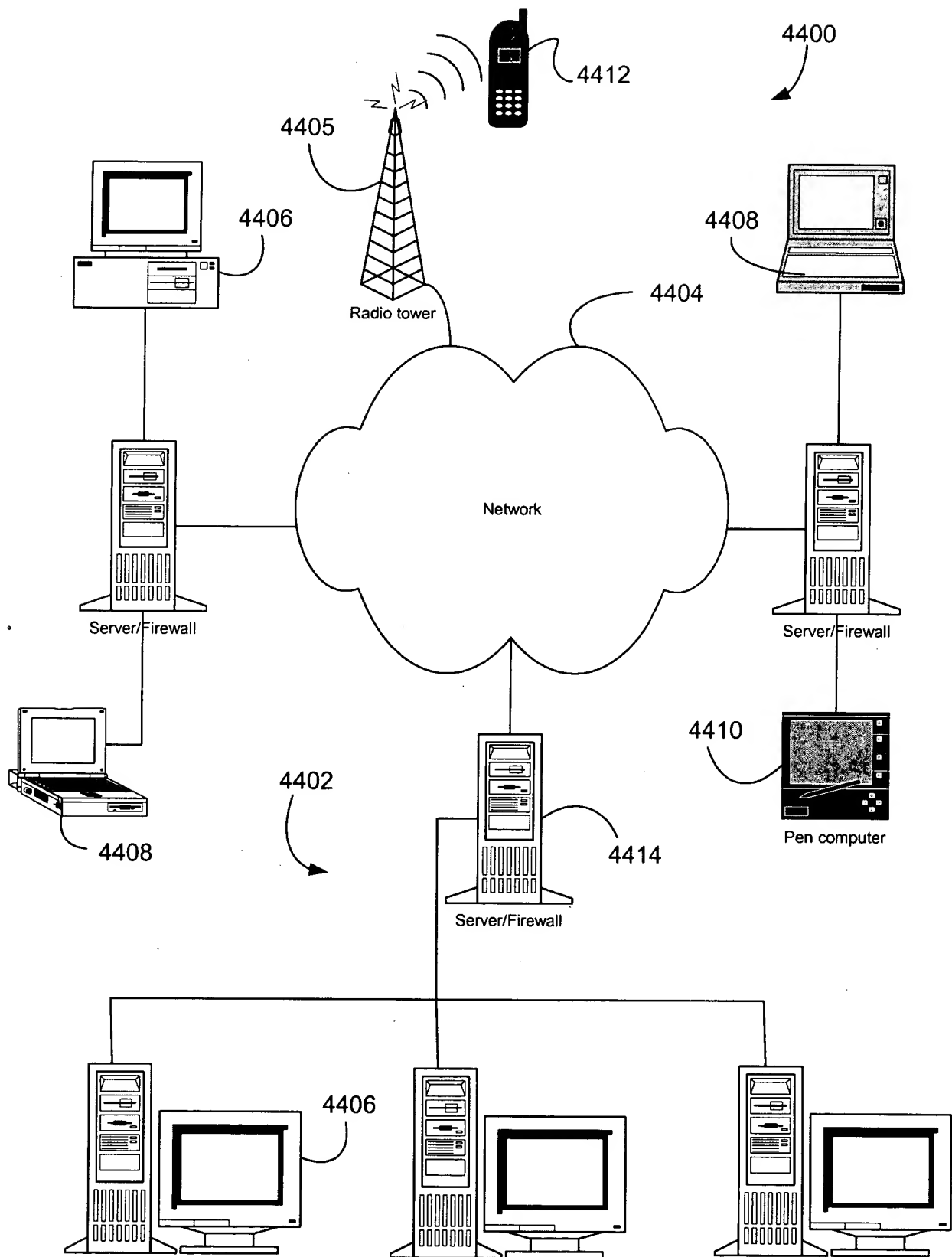
ENTERING INTO AT LEAST ONE SUPPLY AGREEMENT FOR THE AT  
LEAST ONE GOOD, WHEREIN PROVISIONS OF THE SUPPLY  
AGREEMENT INCLUDE: (I) PRICING FOR EACH ONE GOOD SHALL  
BE BASED UPON FACTORS INCLUDING AN ACTUAL MARKET  
PRICE OF AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN  
MANAGER HAS NOT ESTABLISHED A COMMODITY POSITION  
PRICE; AND (II) PRICING FOR EACH ONE GOOD SHALL BE BASED  
UPON FACTORS INCLUDING A COMMODITY POSITION PRICE OF  
AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN MANAGER  
HAS ESTABLISHED A COMMODITY POSITION PRICE

4392

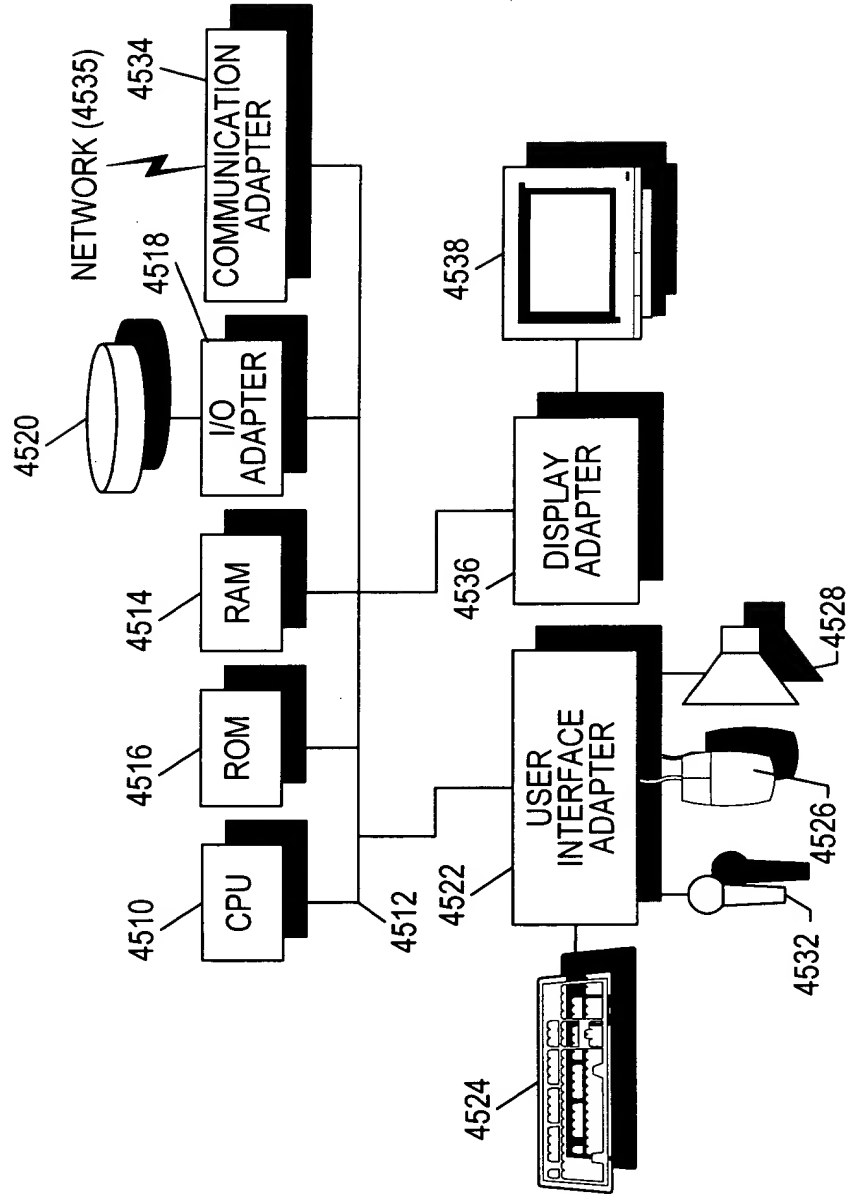
PERIODICALLY ESTABLISHING THROUGH THE SUPPLY CHAIN  
MANAGER A COMMODITY POSITION PRICE

4394

FIG. 43D



**FIG. 44**



**FIG. 45**

4630

TRANSMITTING INVOICE LEVEL SALES DATA FROM THE SUPPLIER  
TO THE SUPPLY CHAIN MANAGER UTILIZING A NETWORK

4632

SENDING GROSS PURCHASE DATA FROM THE DISTRIBUTORS TO  
THE SUPPLY CHAIN MANAGER UTILIZING THE NETWORK

4634

COMMUNICATING DAILY SALES DATA FROM THE STORES TO THE  
OFFICE OF THE SUPPLY CHAIN MANAGER UTILIZING THE  
NETWORK

4636

TRANSMITTING TOTAL MENU ITEM SALES DATA FROM THE  
OFFICE OF THE SUPPLY CHAIN MANAGER TO THE SUPPLY CHAIN  
MANAGER UTILIZING THE NETWORK

4638

FIG. 46

4730

TRANSMITTING INVOICE LEVEL SALES DATA FROM THE SUPPLIER  
TO THE SUPPLY CHAIN MANAGER UTILIZING A NETWORK

4732

SENDING INVOICE LEVEL SALES DATA FROM THE DISTRIBUTORS  
TO THE SUPPLY CHAIN MANAGER UTILIZING THE NETWORK

4734

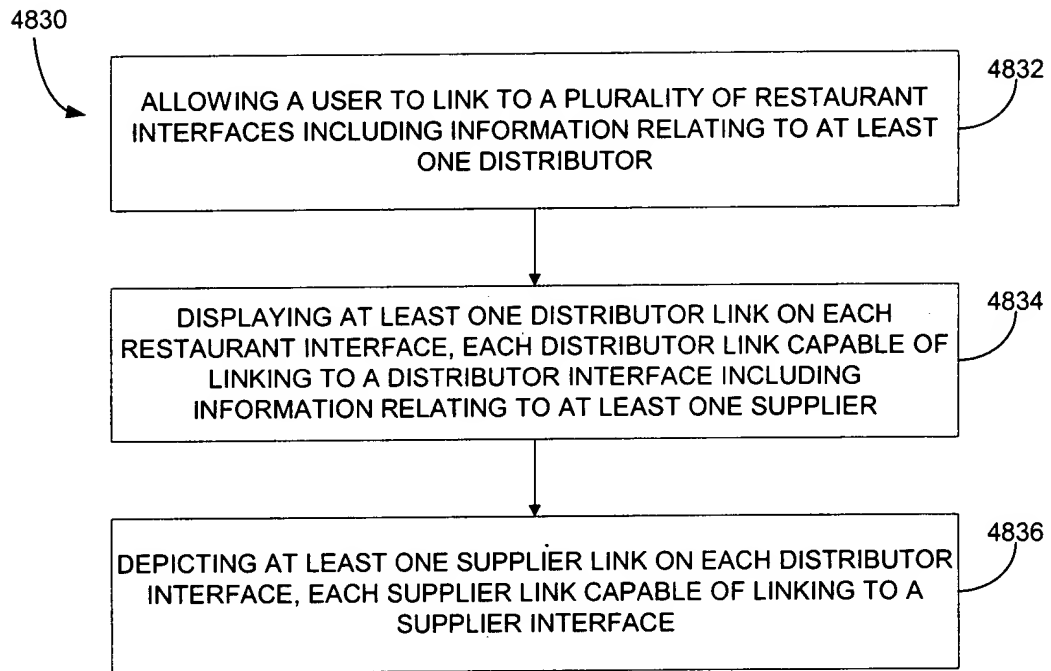
COMMUNICATING DAILY SALES DATA FROM THE STORES TO THE  
OFFICE OF THE SUPPLY CHAIN MANAGER UTILIZING THE  
NETWORK

4736

TRANSMITTING DAILY SALES DATA FROM THE OFFICE OF THE  
SUPPLY CHAIN MANAGER TO THE SUPPLY CHAIN MANAGER  
UTILIZING THE NETWORK, WHEREIN THE DAILY SALES DATA IS  
ORGANIZED BASED ON THE STORES FROM WHICH THE DAILY  
SALES DATA ORIGINATED

4738

FIG. 47



**FIG. 48**



4902 4904 4900


Restaurant Services, Inc. - Microsoft Internet Explorer

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Address http://www.rsiweb.com/home/index.asp

RSI

4902



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BKC link

NFA link





Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name

Franchisee

Password

Enter Site

Click For Help

About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

4900

FIG. 49

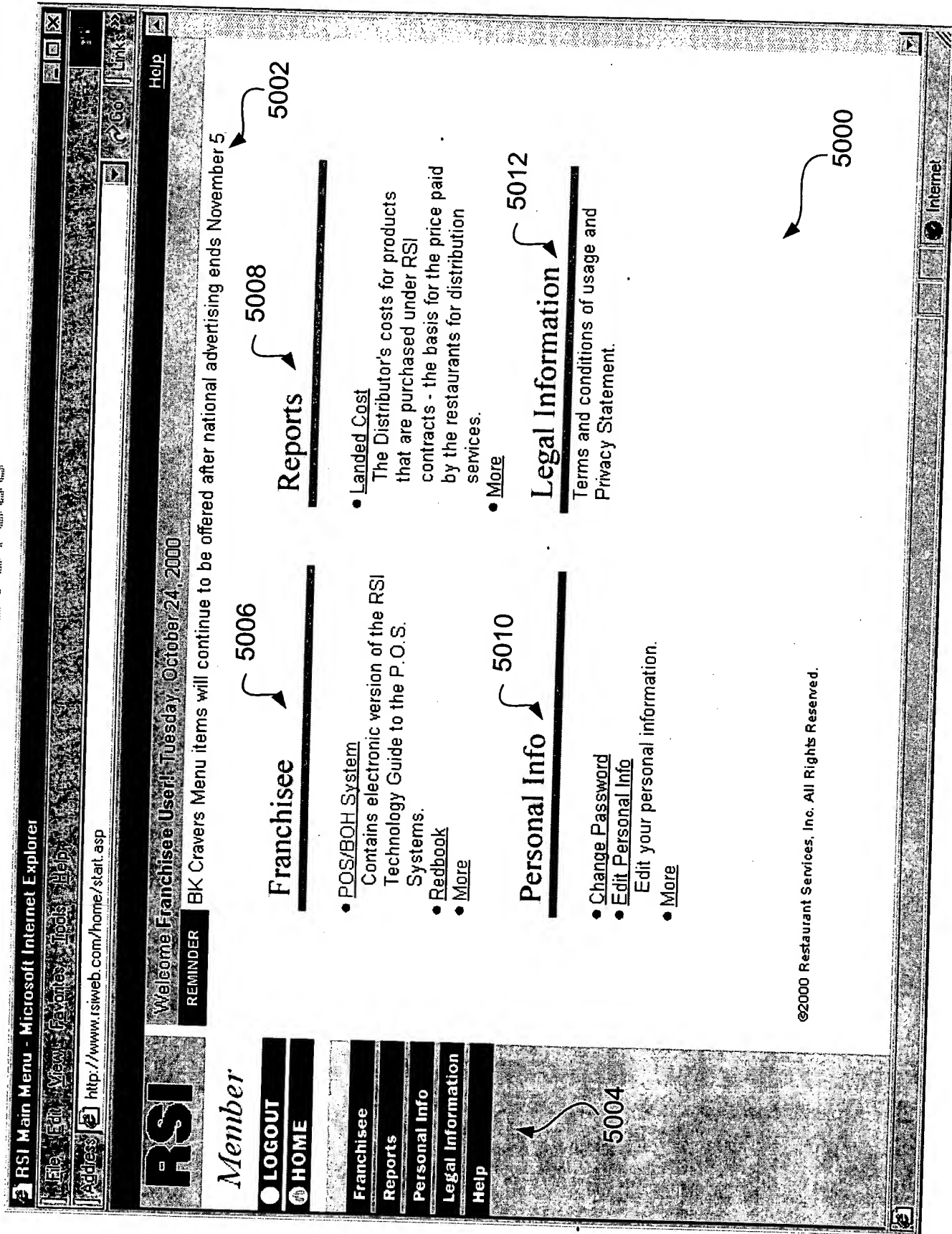
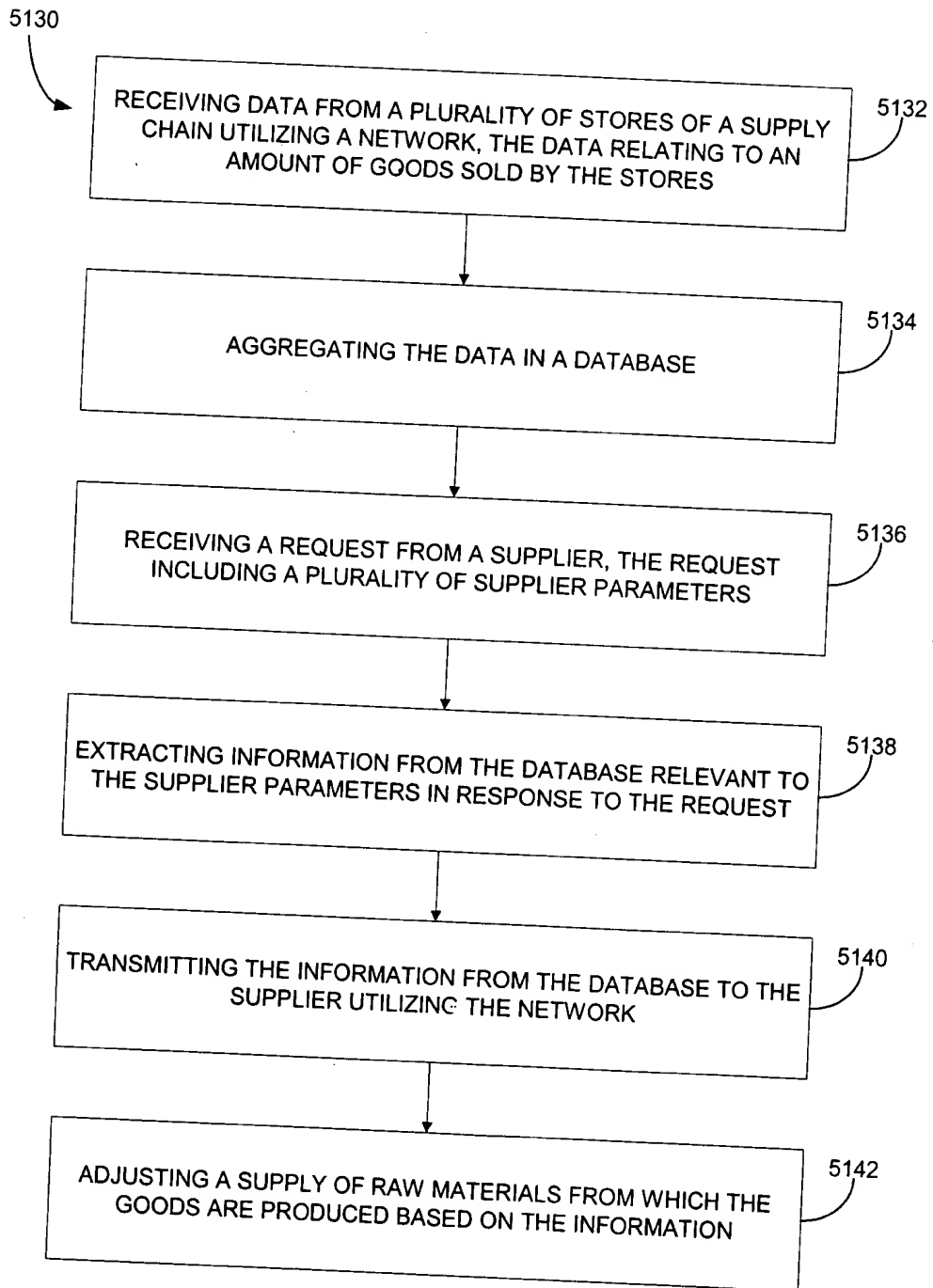


FIG. 50



**FIG. 51**

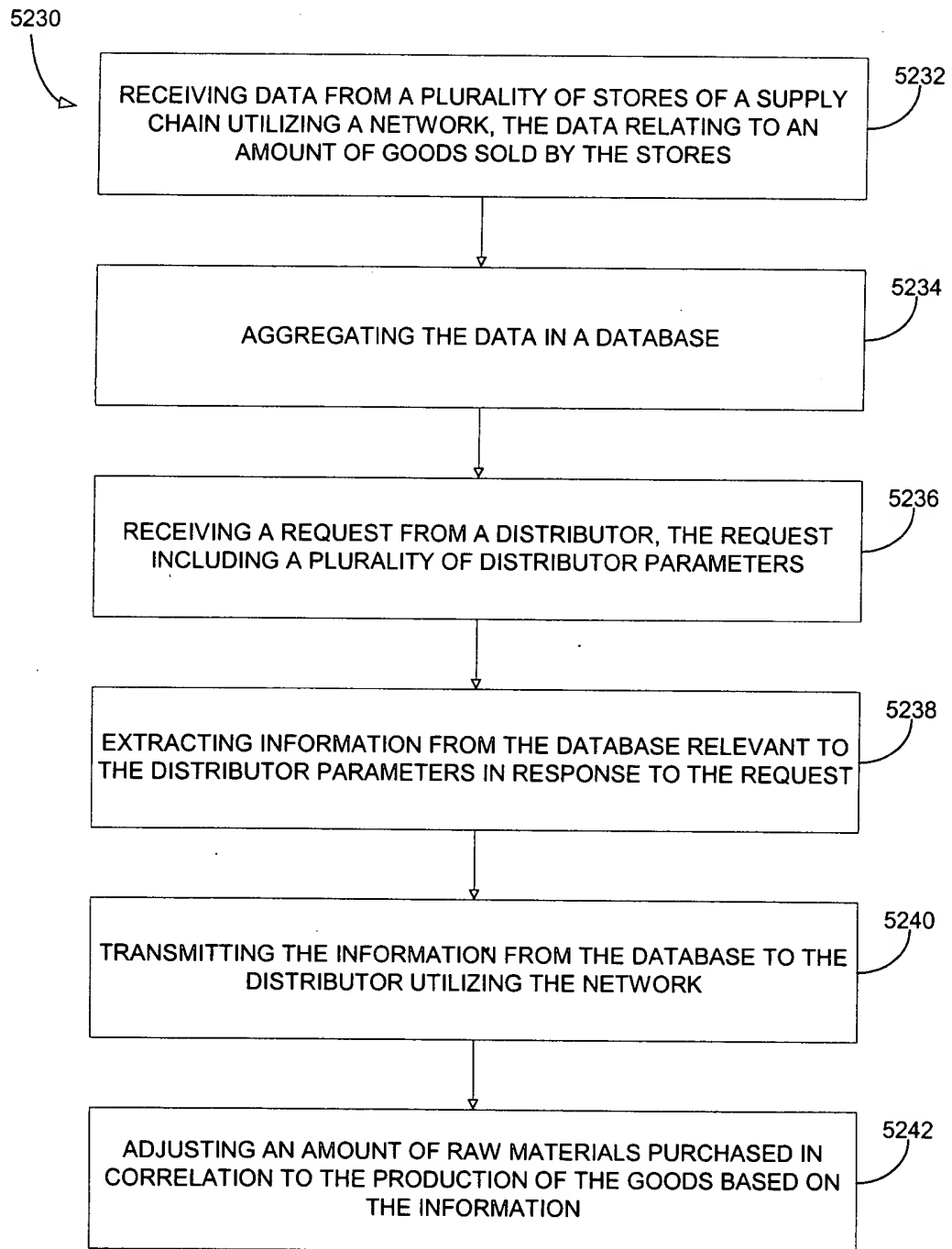


FIG. 52

www.rsiweb.com/de/d\_ptposdaily.asp

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POS Implied Daily Usage - Distributor

Tuesday, October 24, 2000

5300

Distribution Company: REINHART FOODSERVICE

Distribution Center: REINHART - CEDAR RAPIDS, IA

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| DC Item No | Item Description         | Number of Restaurants Served by DC | % Chg 14 Day Avg | 14 Day Rolling (Total Cases) |       |       |       |       |       |       |       |       |       |       |       |       |       | Week Ending Total |      |      |      |      |
|------------|--------------------------|------------------------------------|------------------|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|------|------|------|------|
|            |                          |                                    |                  | 10/23                        | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 | 10/9              | 10/2 | 9/18 |      |      |
| 16986      | SAUCE: BBQ BULK BULLSEYE | 0.00%                              | 13               | 21                           | 23    | 18    | 16    | 16    | 16    | 14    | 14    | 14    | 14    | 14    | 21    | 21    | 16    | 13                | 109  | 96   | 80   | 72   |
| 20788      | MUSTARD: BULK BK         | 0.00%                              | 12               | 19                           | 20    | 18    | 14    | 14    | 14    | 13    | 14    | 14    | 14    | 14    | 19    | 19    | 16    | 15                | 110  | 104  | 104  | 100  |
| 24340      | MAYONNAISE: BULK BK      | 0.00%                              | 134              | 197                          | 211   | 173   | 156   | 154   | 153   | 160   | 200   | 200   | 200   | 200   | 208   | 175   | 155   | 151               | 1184 | 1146 | 1142 | 1109 |
| 24988      | STRAW: WRAPPED 7.75" BK  | 0.00%                              | 21               | 33                           | 34    | 27    | 25    | 24    | 24    | 24    | 24    | 24    | 24    | 24    | 33    | 27    | 24    | 24                | 189  | 179  | 186  | 178  |
| 25318      | FORK: WRAPPED BULK BK    | 0.00%                              | 10               | 11                           | 12    | 10    | 9     | 8     | 9     | 11    | 12    | 11    | 11    | 11    | 10    | 10    | 9     | 9                 | 70   | 71   | 56   | 58   |
| 25452      | KNIFE: WRAPPED BULK BK   | 0.00%                              | 3                | 3                            | 3     | 3     | 2     | 2     | 2     | 3     | 3     | 3     | 3     | 3     | 3     | 3     | 2     | 2                 | 18   | 15   | 8    | 9    |
| 27682      | KETCHUP: BULK BAG IN BOX | 0.00%                              | 89               | 134                          | 142   | 115   | 104   | 102   | 101   | 100   | 136   | 136   | 136   | 136   | 139   | 115   | 106   | 102               | 786  | 771  | 776  | 743  |
| 27890      | KETCHUP: PACKETS 10g BK  | 0.00%                              | 127              | 194                          | 205   | 180   | 143   | 142   | 139   | 144   | 197   | 197   | 197   | 197   | 160   | 142   | 140   | 140               | 1112 | 1070 | 1078 | 1044 |

Done Internet

FIG. 53



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REINHART - CEDAR RAPIDS, IA  
Local Promotion Summary by DC  
Tuesday, October 24, 2000

5400

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| Local Promotion Option          | ADI | Start Date | Projected Dly Usage | Duration (In Weeks) | Participating Rest Count | Non-Participating Restaurants |
|---------------------------------|-----|------------|---------------------|---------------------|--------------------------|-------------------------------|
| 32 oz. Motor Cup                |     |            |                     |                     |                          |                               |
| Chicago, IL                     |     | 5/1/00     | 85                  | 99                  | 8                        |                               |
| Davenport-Ri-Moline, IA         |     | 6/1/00     | 85                  | 32                  | 17                       |                               |
| Des Moines-Ames, IA             |     | 7/10/00    | 85                  | 17                  | 28                       |                               |
| Omaha, NE                       |     | 7/10/00    | 85                  | 17                  | 50                       |                               |
| Peoria, IL                      |     | 6/1/00     | 85                  | 99                  | 17                       |                               |
| Sioux City, IA                  |     | 6/26/00    | 85                  | 99                  | 10                       |                               |
| Springfield-Decatur-Chmpg, IL   |     | 6/1/00     | 85                  | 99                  | 1                        |                               |
| 32 oz. Motor Cup Total          |     |            |                     |                     | 131                      |                               |
| Big King                        |     |            |                     |                     |                          |                               |
| Cedar Rapids-Waterloo-Dubuq, IA |     | 4/15/00    |                     | 99                  | 19                       |                               |
| Davenport-Ri-Moline, IA         |     | 4/15/00    |                     | 99                  | 17                       |                               |
| Ottumwa-Kirksville, IA          |     | 4/15/00    |                     | 99                  | 3                        |                               |
| Big King Total                  |     |            |                     |                     | 39                       |                               |
| Pancake Minis                   |     |            |                     |                     |                          |                               |
| Chicago, IL                     |     | 5/15/00    | 20                  | 99                  | 8                        |                               |
| Peoria, IL                      |     | 5/1/00     | 20                  | 99                  | 17                       |                               |
| Sioux City, IA                  |     | 4/15/00    | 20                  | 99                  | 10                       |                               |
| Pancake Minis Total             |     |            |                     |                     | 35                       |                               |

FIG. 54



Supplier

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## help

|           |             |   |          |
|-----------|-------------|---|----------|
| Supplier: | TYSON FOODS |  | Retrieve |
|-----------|-------------|---|----------|

**POS Implied Daily Usage - Supplier**  
**Tuesday, October 24, 2000**

Supplier: TYSON FOODS

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[illegible]

**FIG. 55**

# Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

Address: [http://www.rsiweb.com/fran/r\\_rptlc.asp?report=true](http://www.rsiweb.com/fran/r_rptlc.asp?report=true)

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## Landed Cost Report

5600

Restaurant Number: 0003473

Date: 10/22/00

Retrieve

## Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris  
Contact Number: 305-529-3409

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

| DC Item No | RSI Item No | RSI Item Description               | DC Cost | Markup | Rest Cost |
|------------|-------------|------------------------------------|---------|--------|-----------|
| 10340      | 4438        | REGISTER TAPE-THERMAL 2.25" X 186' | \$21.27 | \$1.57 | \$22.84   |
| 12860      | 3586        | SUGAR SUBSTITUTE-PINK PKT 2000 CT  | \$5.87  | \$1.57 | \$7.44    |
| 18986      | 369         | SAUCE-BULK-KRAFTBULLSEYE           | \$24.48 | \$1.57 | \$26.05   |
| 19432      | 4473        | COFFEE-FOLGERS REGULAR             | \$44.50 | \$1.57 | \$46.07   |
| 20788      | 67          | MUSTARD-BULK36AL                   | \$6.46  | \$1.57 | \$8.02    |
| 20940      | 4281        | WRAP-LOCAL OPTION                  | \$29.78 | \$1.57 | \$31.35   |
| 24340      | 68          | SAUCE-BULK-MAYONNAISE              | \$7.81  | \$1.57 | \$9.38    |
| 24500      | 4270        | WATER-ICE MOUNTAIN .5L             | \$6.41  | \$1.57 | \$7.98    |

Done

Internet

FIG. 56



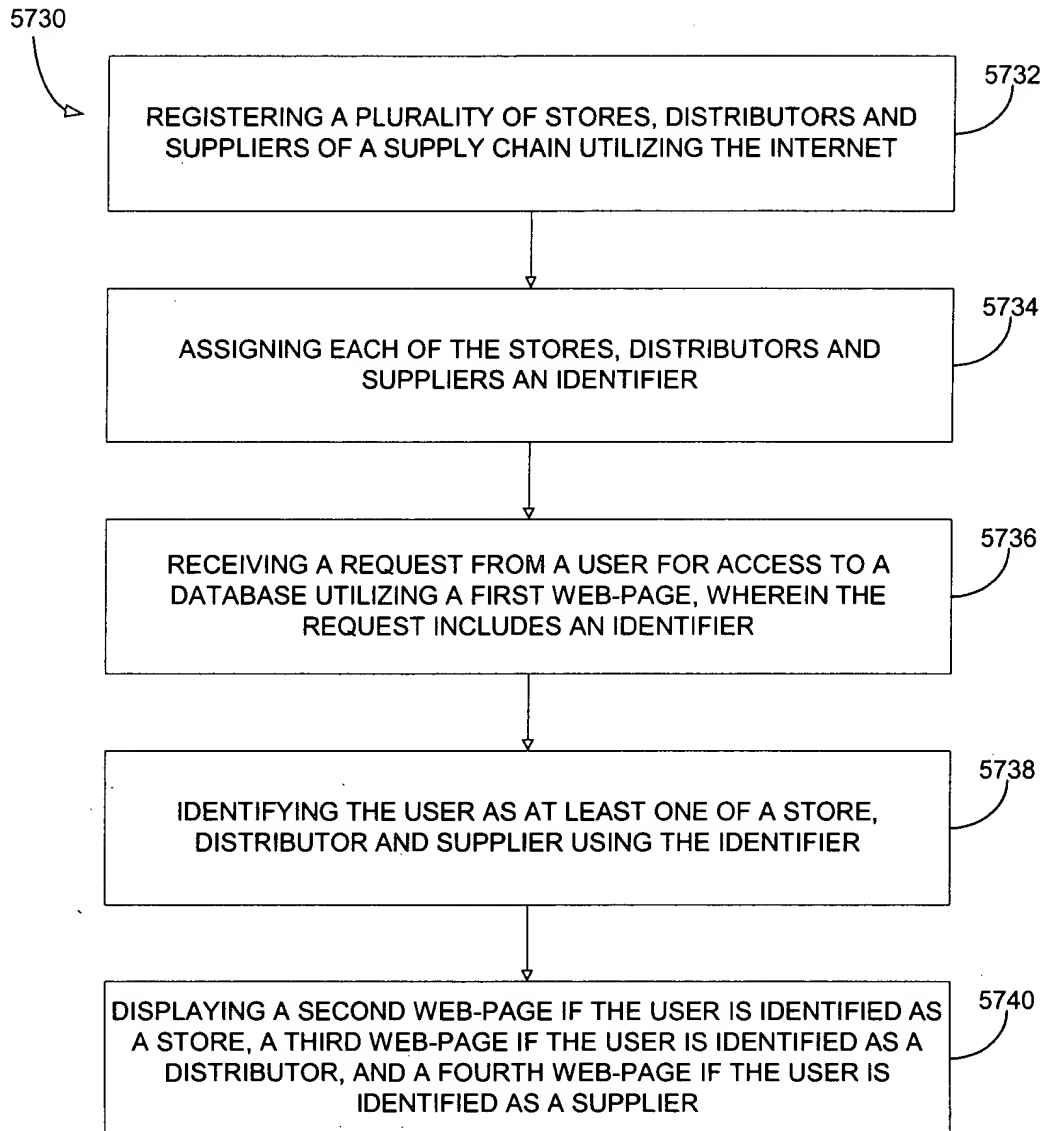


FIG. 57

5802

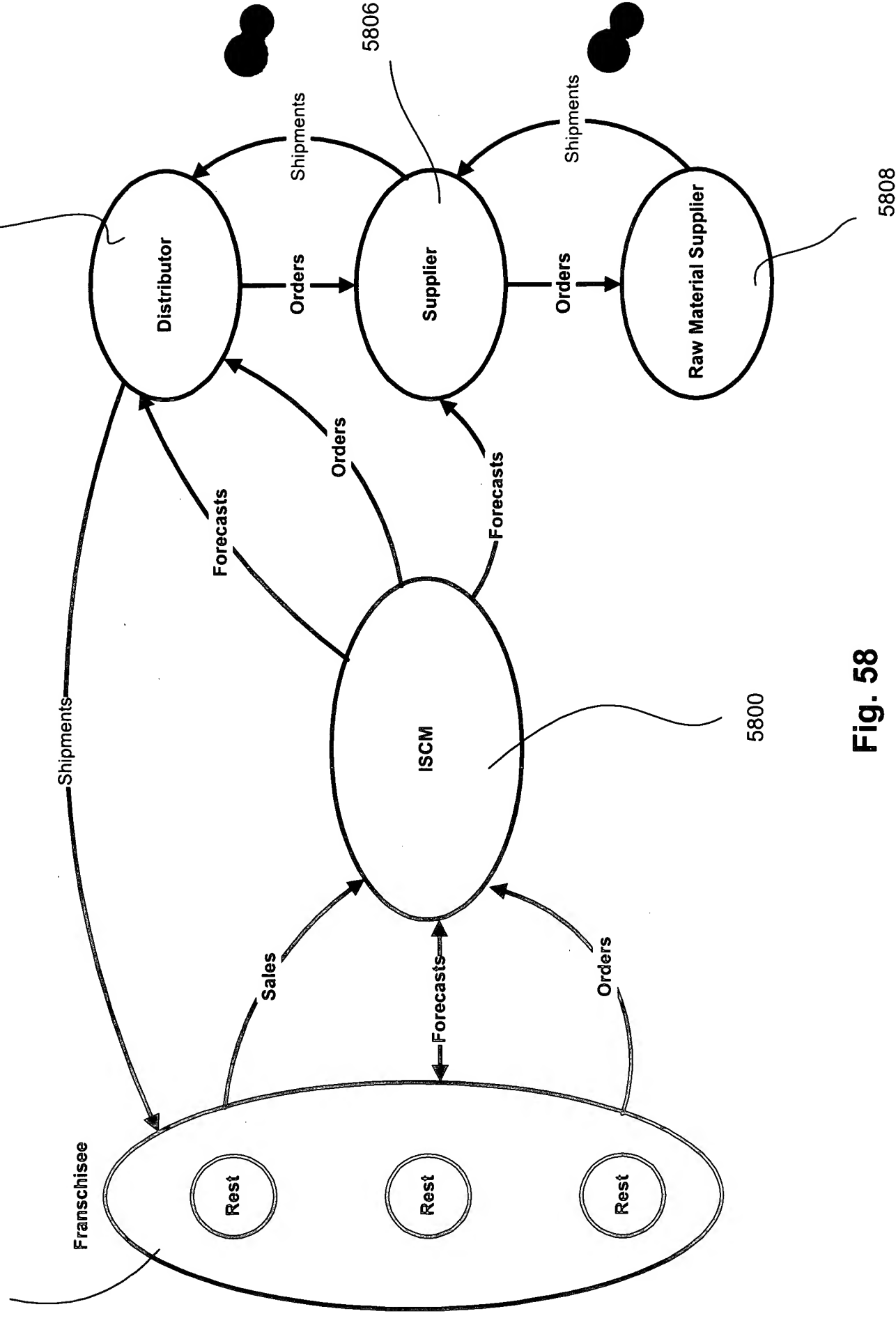
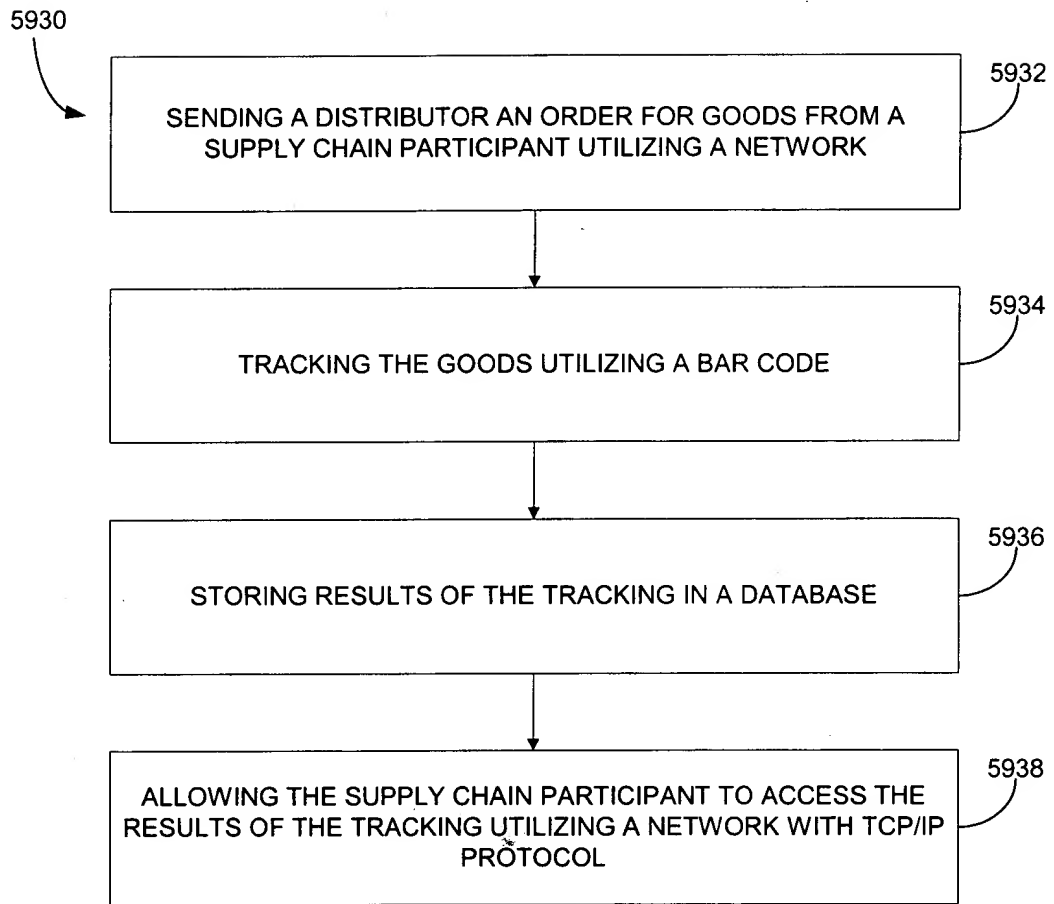


Fig. 58



**FIG. 59**

FIG. 60 is a block diagram of a system architecture for a supply chain management system.

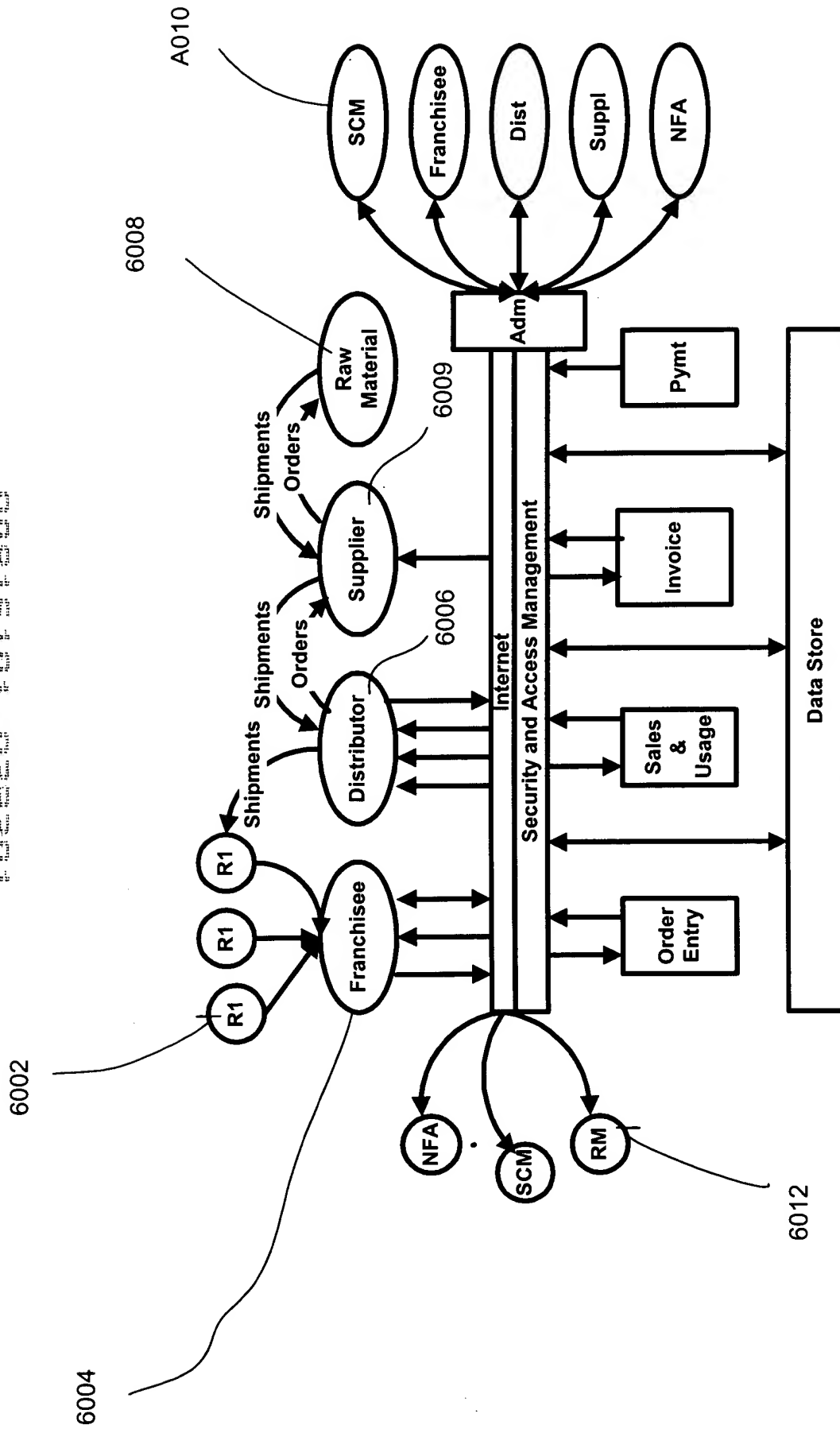


Fig. 60

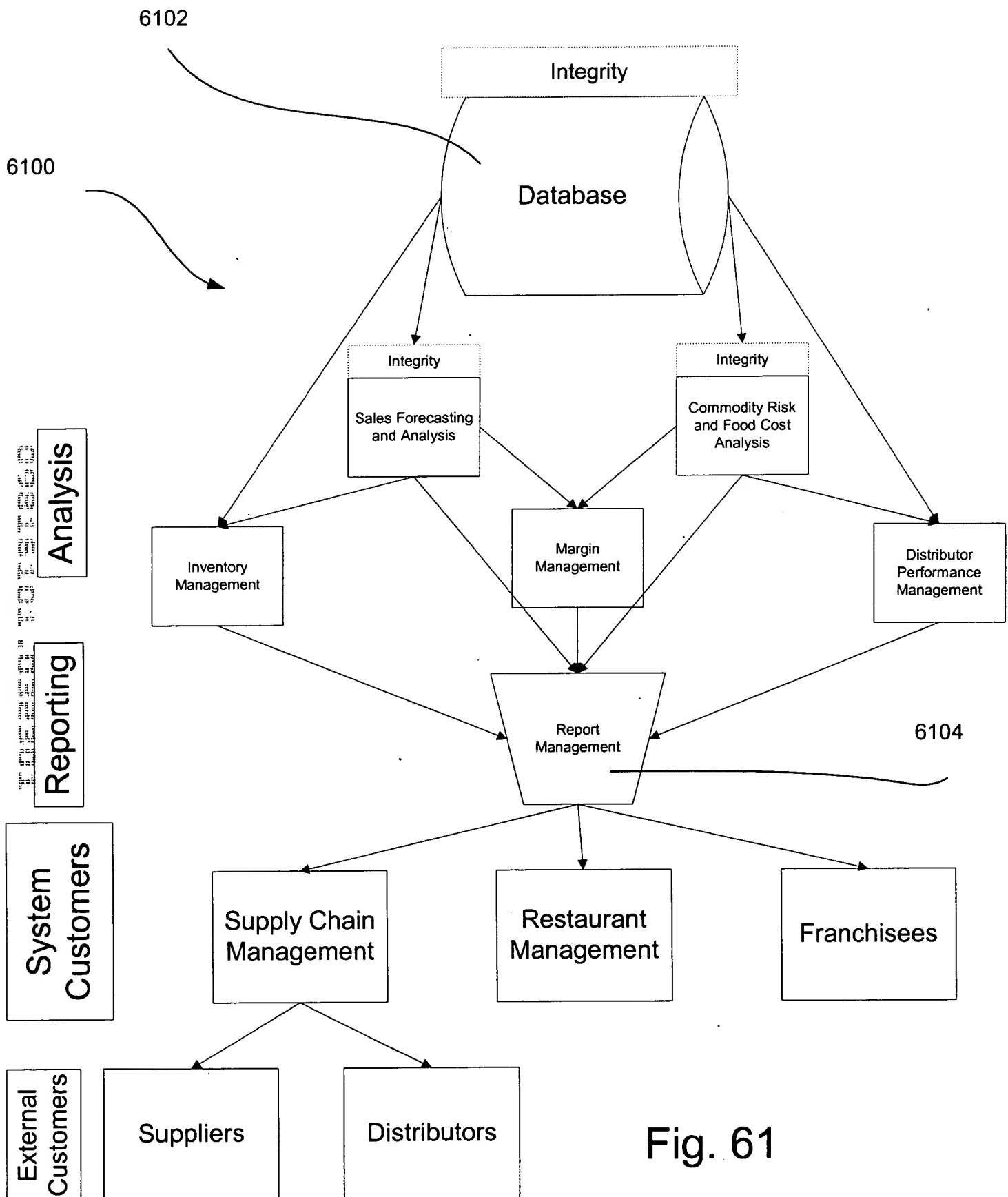


Fig. 61

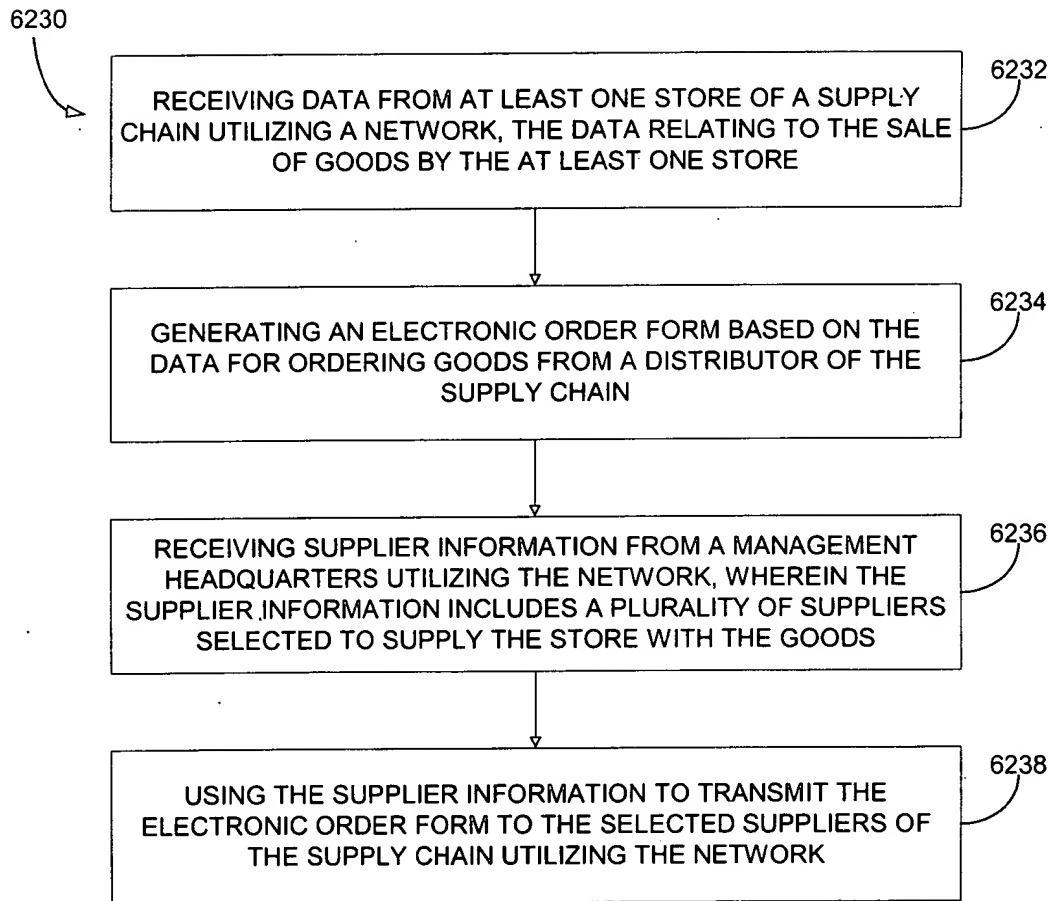
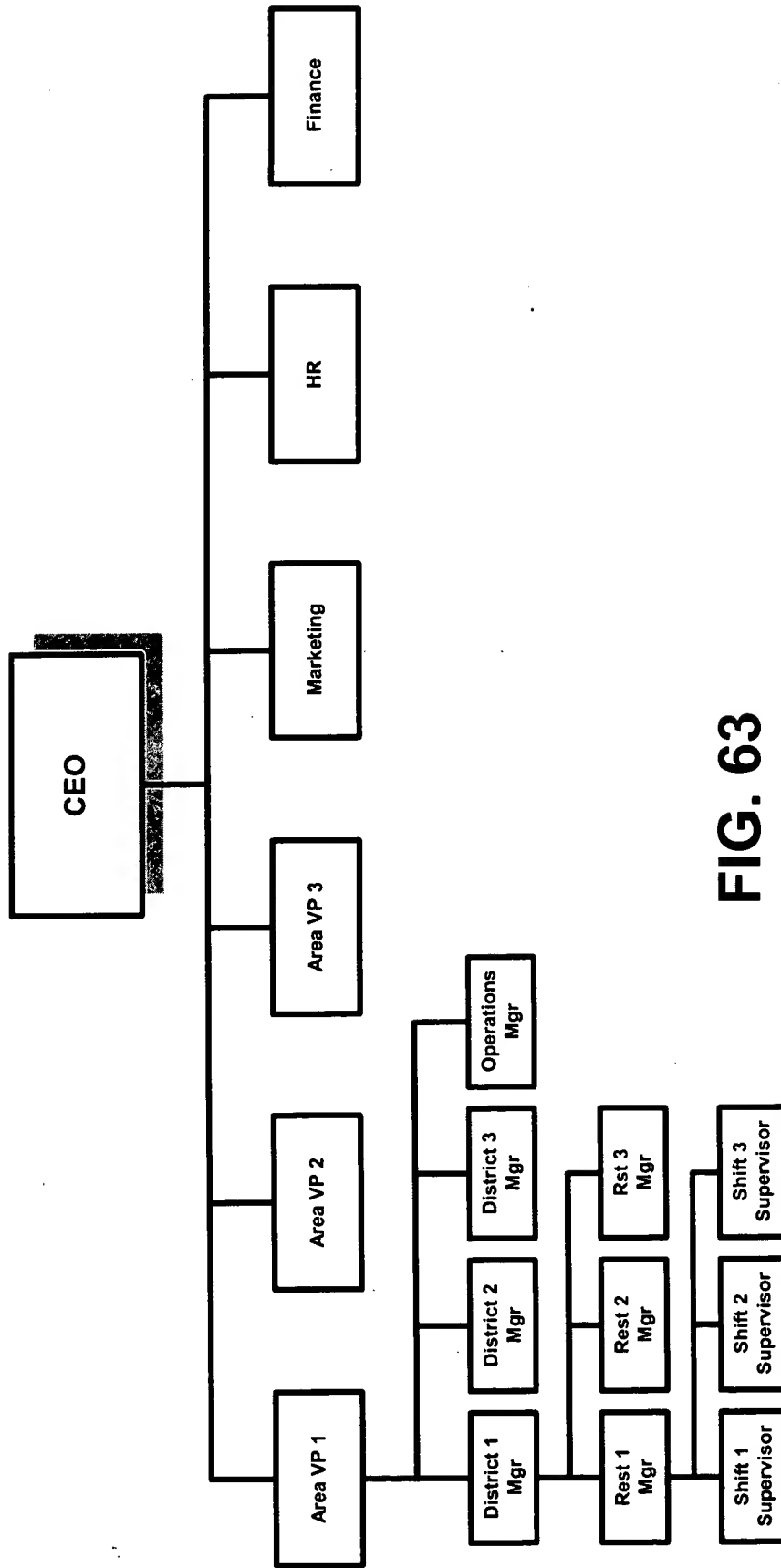


FIG. 62



**FIG. 63**

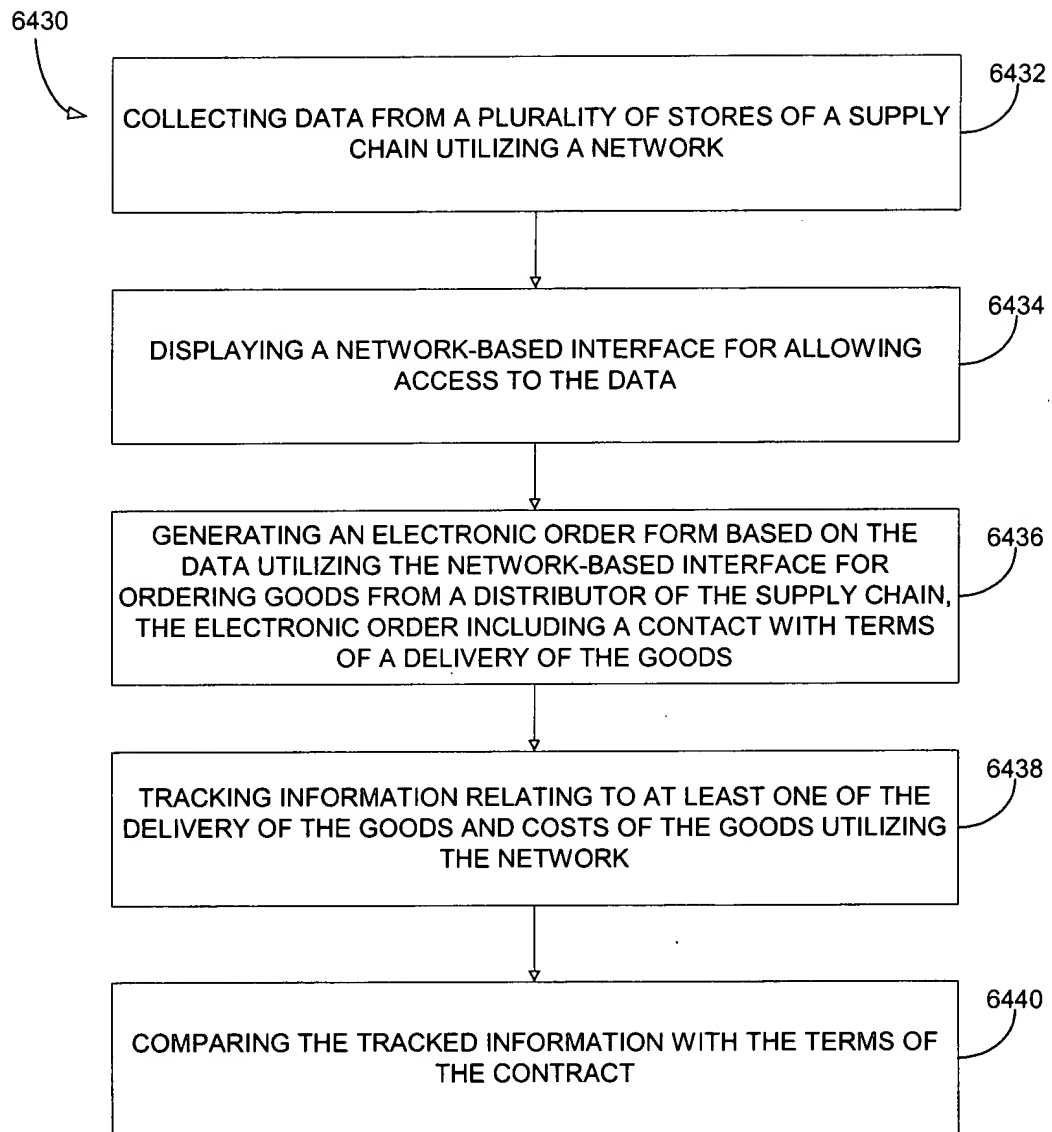


FIG. 64



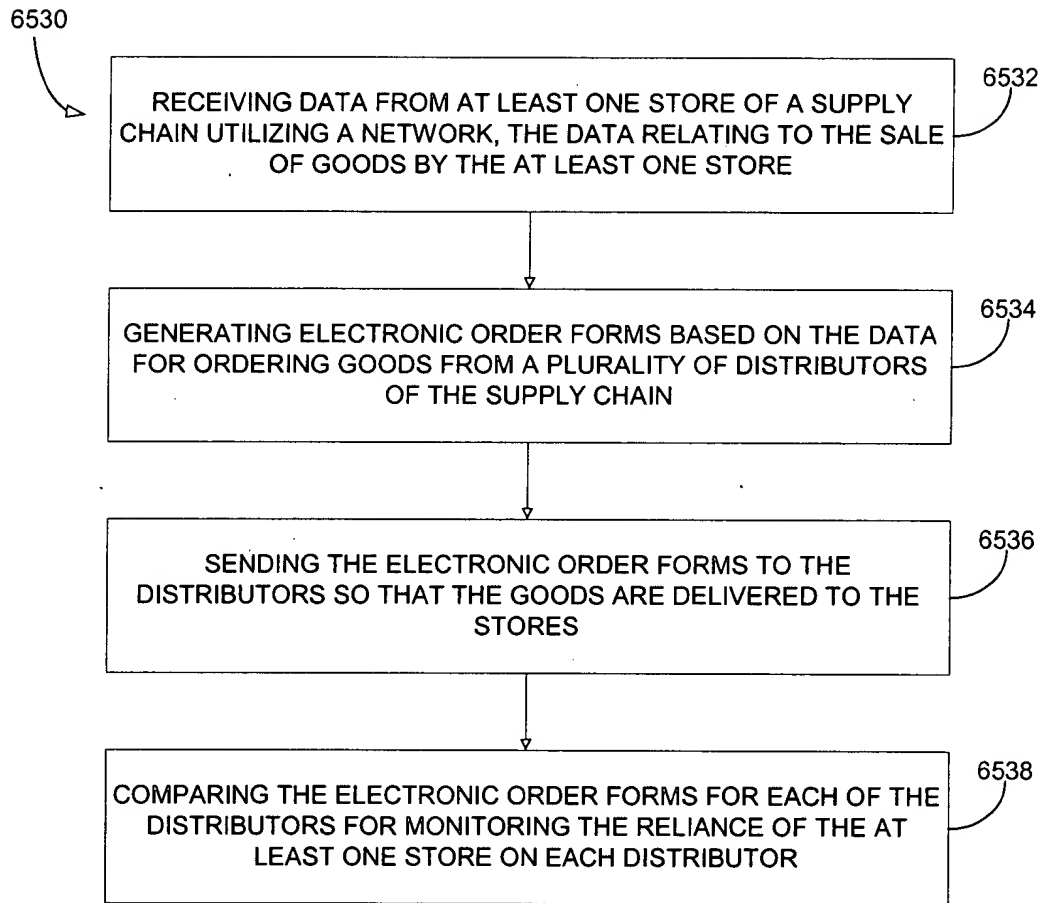


FIG. 65

6630

RECEIVING DATA FROM AT LEAST ONE STORE OF A SUPPLY  
CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE  
OF GOODS BY THE AT LEAST ONE STORE

6632

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA  
FOR ORDERING GOODS FROM A PLURALITY OF SUPPLIERS OF  
THE SUPPLY CHAIN

6634

SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLIERS  
SO THAT THE GOODS ARE SUPPLIED TO THE STORES

6636

COMPARING THE ELECTRONIC ORDER FORMS FOR EACH OF THE  
SUPPLIERS FOR MONITORING THE RELIANCE OF THE AT LEAST  
ONE STORE ON EACH SUPPLIER

6638

FIG. 66

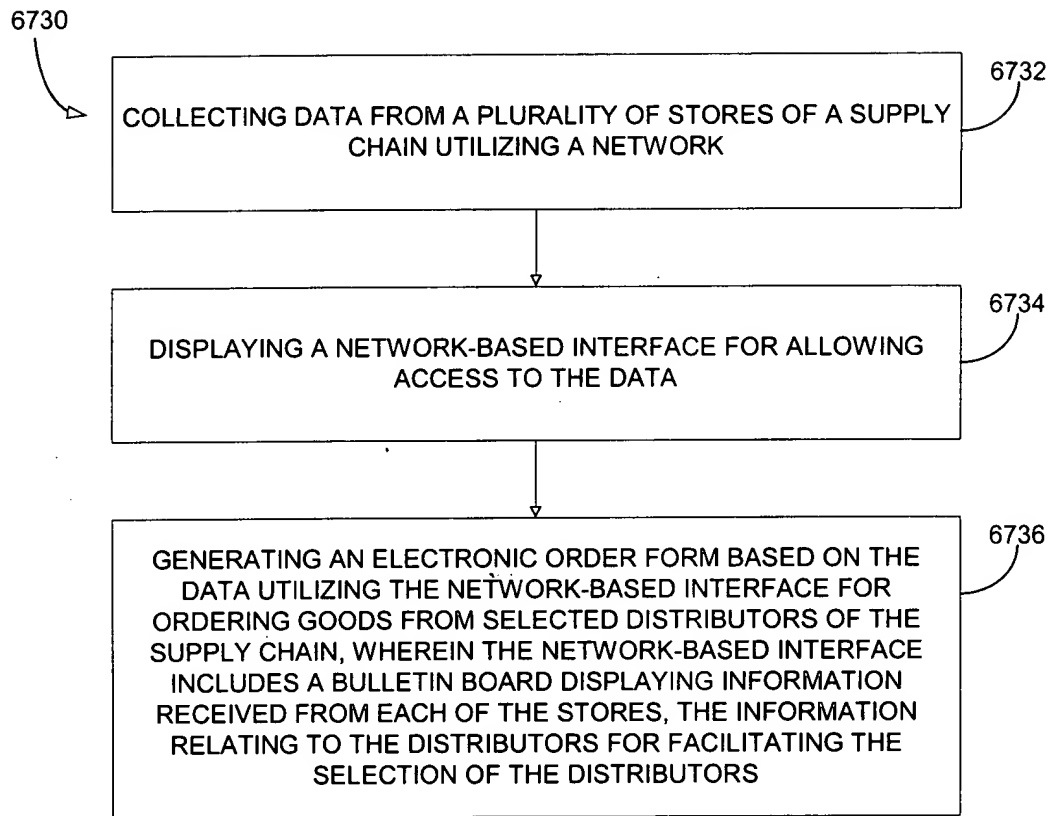
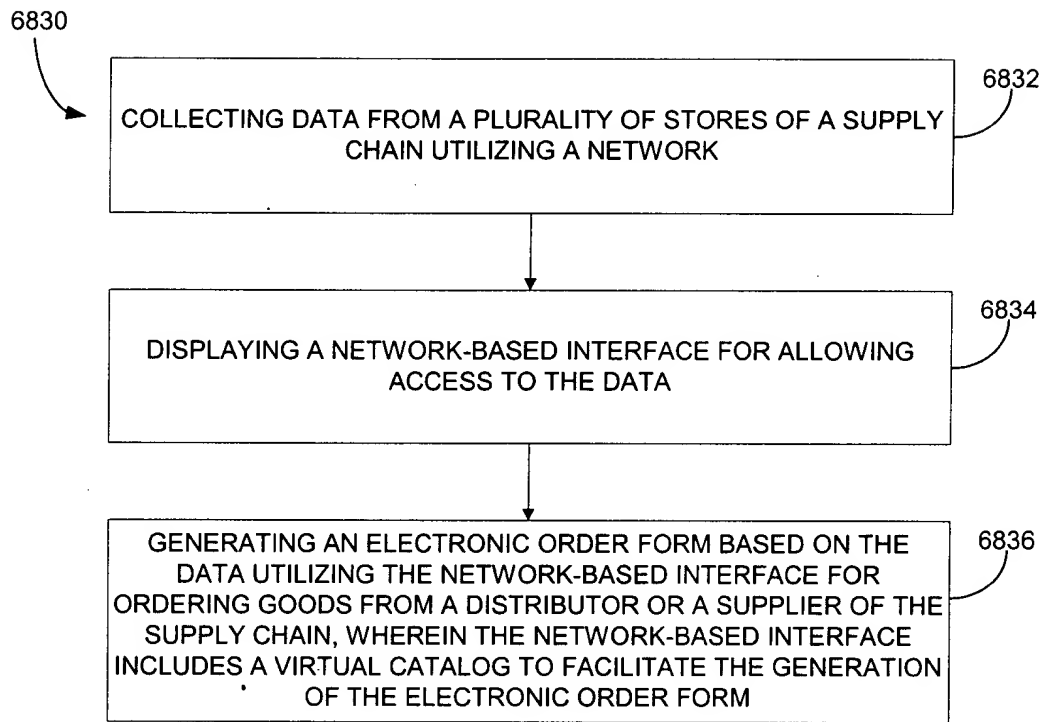


FIG. 67



**FIG. 68**

FIG. 69 is a flowchart of a design process. The process starts with a box labeled "DEFINE CUSTOMERS/USERS". An arrow points from this box to a box labeled "GATHER VOC". Another arrow points from "GATHER VOC" to a box labeled "DETERMINE CTQ'S". A third arrow points from "DETERMINE CTQ'S" to a box labeled "DEFINE FEATURES". A fourth arrow points from "DEFINE FEATURES" to a box labeled "DETERMINE HIGH LEVEL FUNCTIONAL REQUIREMENTS". A curved arrow labeled "6900" points to the "DETERMINE HIGH LEVEL FUNCTIONAL REQUIREMENTS" box. Below the sequence of boxes is a large box labeled "DESIGN SOLUTION". Dotted lines connect the bottom of each of the five boxes in the sequence to the top of the "DESIGN SOLUTION" box.

6900

DEFINE  
CUSTOMERS/  
USERS

GATHER VOC

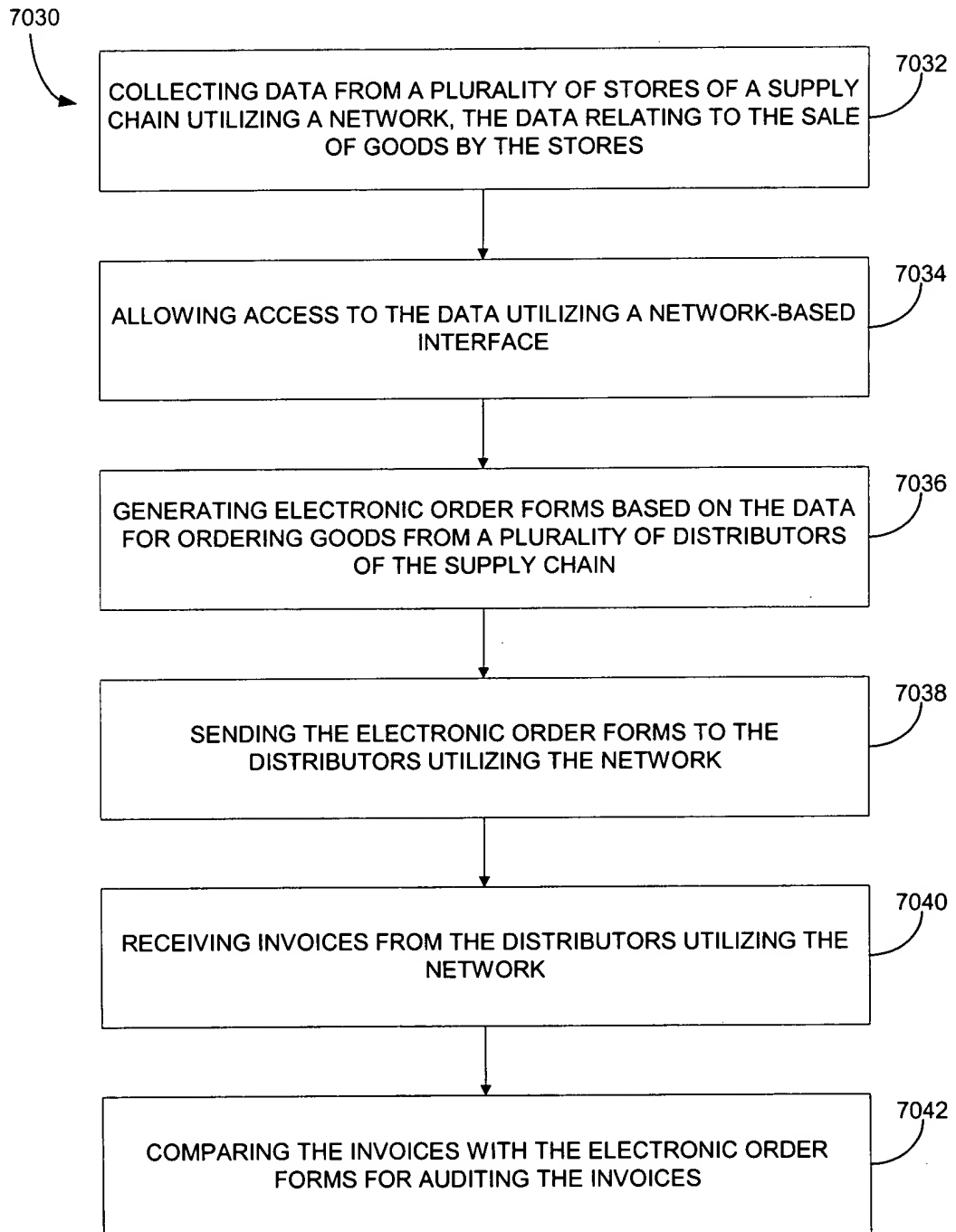
DETERMINE  
CTQ'S

DEFINE  
FEATURES

DETERMINE  
HIGH LEVEL  
FUNCTIONAL  
REQUIREMENTS

DESIGN SOLUTION

FIG. 69



**FIG. 70**

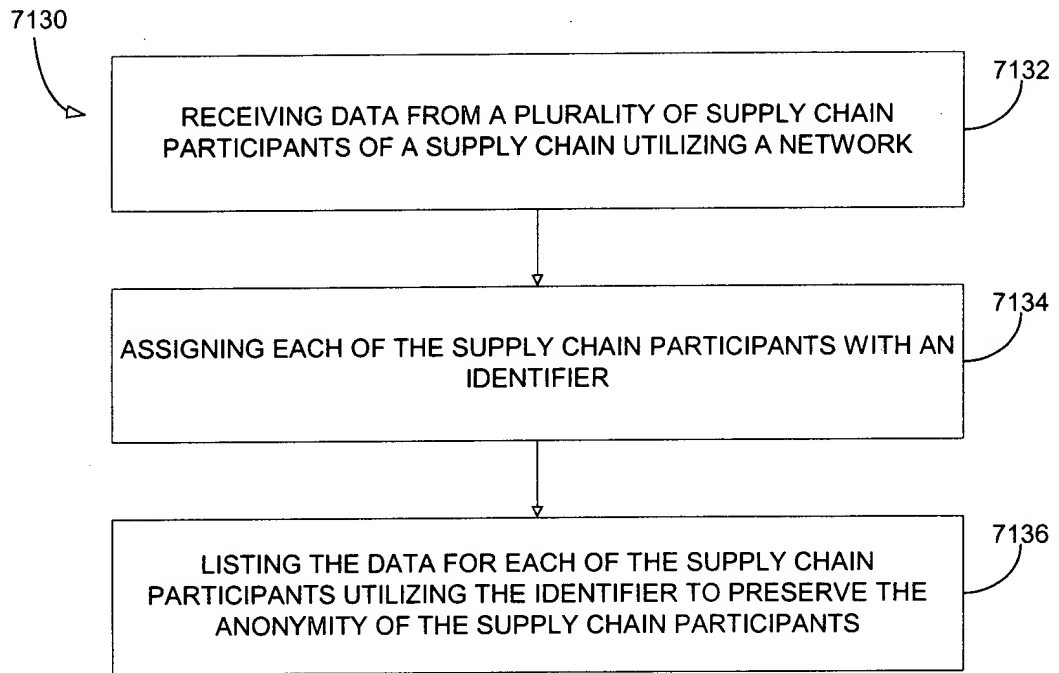
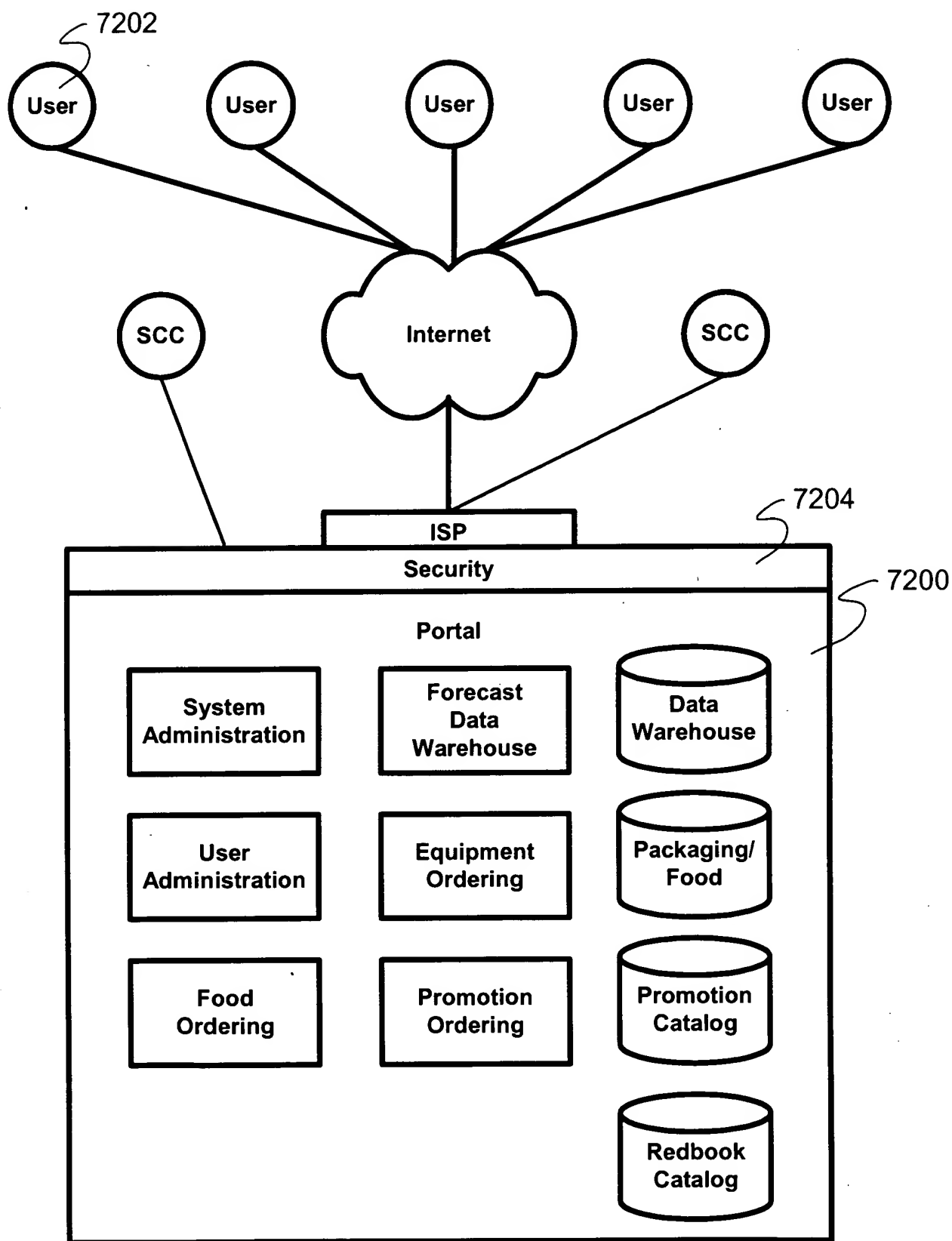


FIG. 71



**FIG. 72**



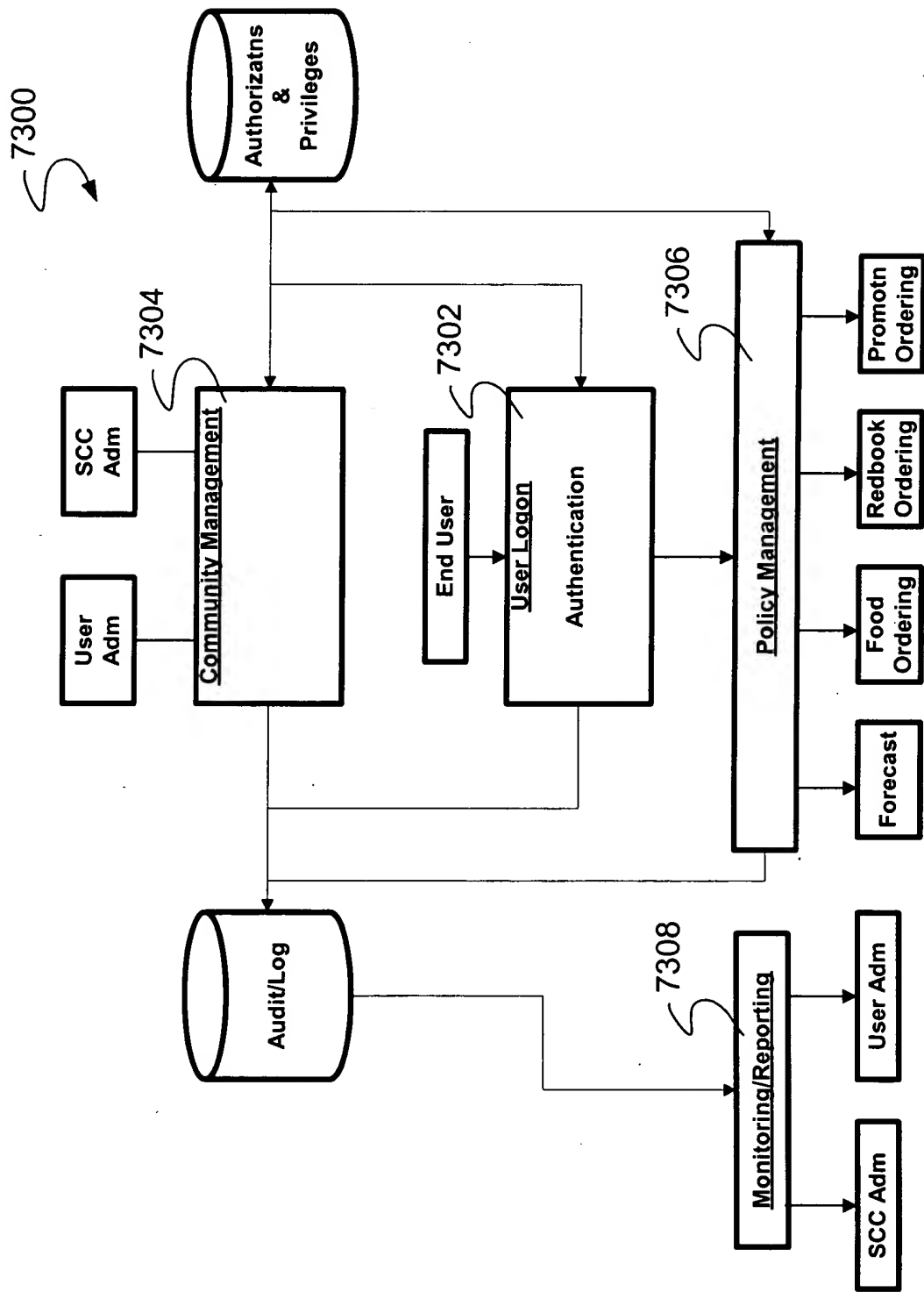


FIG. 73

FIG. 74 is a block diagram of a system 7402, according to one embodiment of the present invention. The system 7402 includes a user 7404, a group 7406, a manager role 7408, an order F&P 7410, a view Fcst 7412, an F&P order app 7414, a place F&P orders for rest 3 & rest 4 7416, a forecast app 7418, and a view forecast for rest 3 & rest 4 7420.

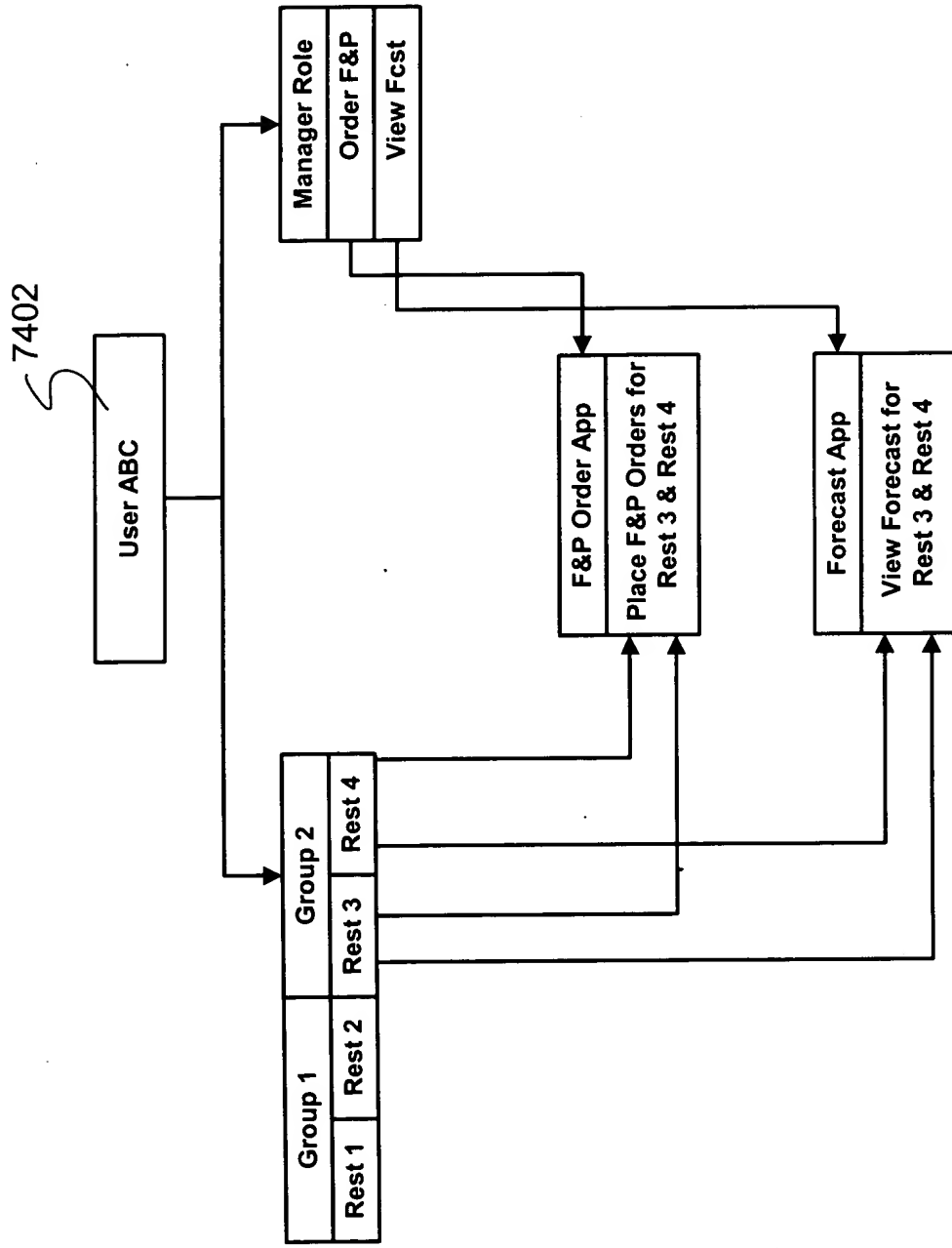


FIG. 74

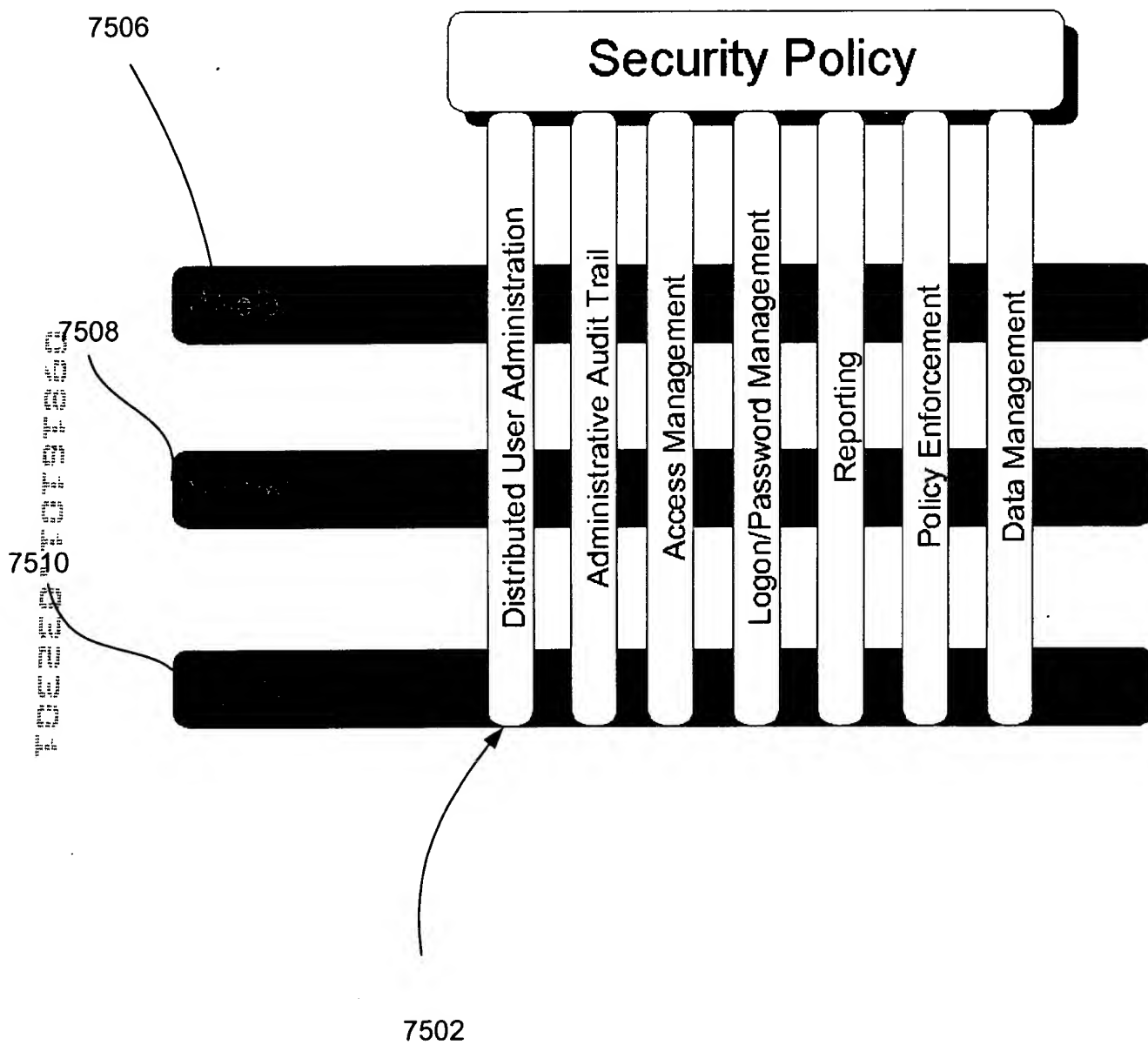
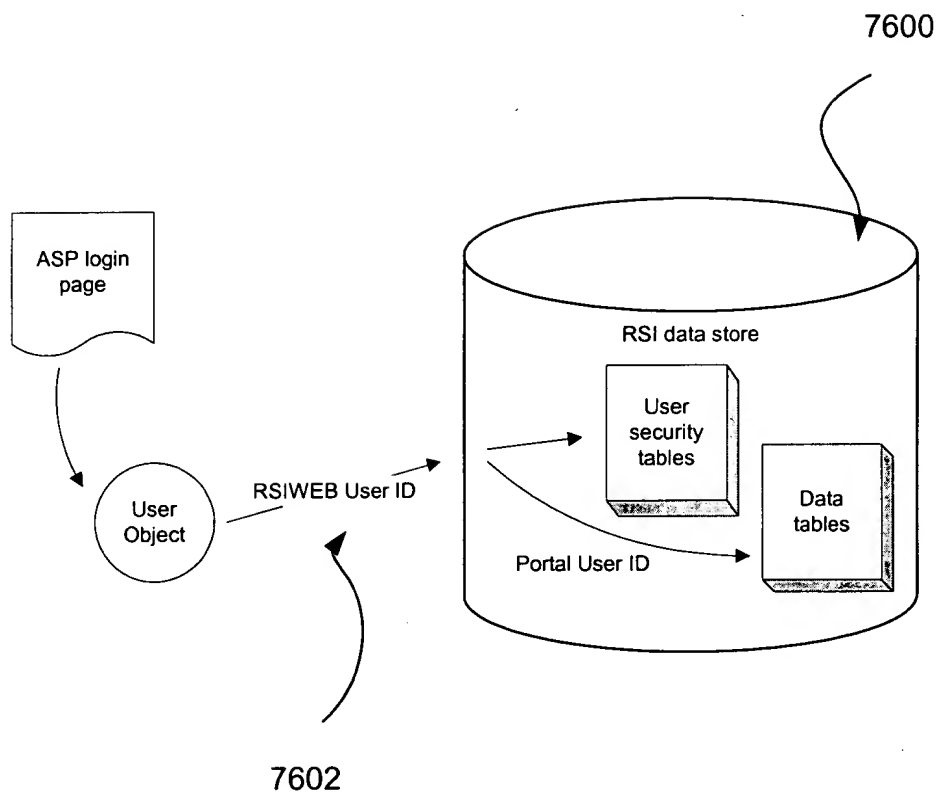


Fig. 75



**Fig. 76**

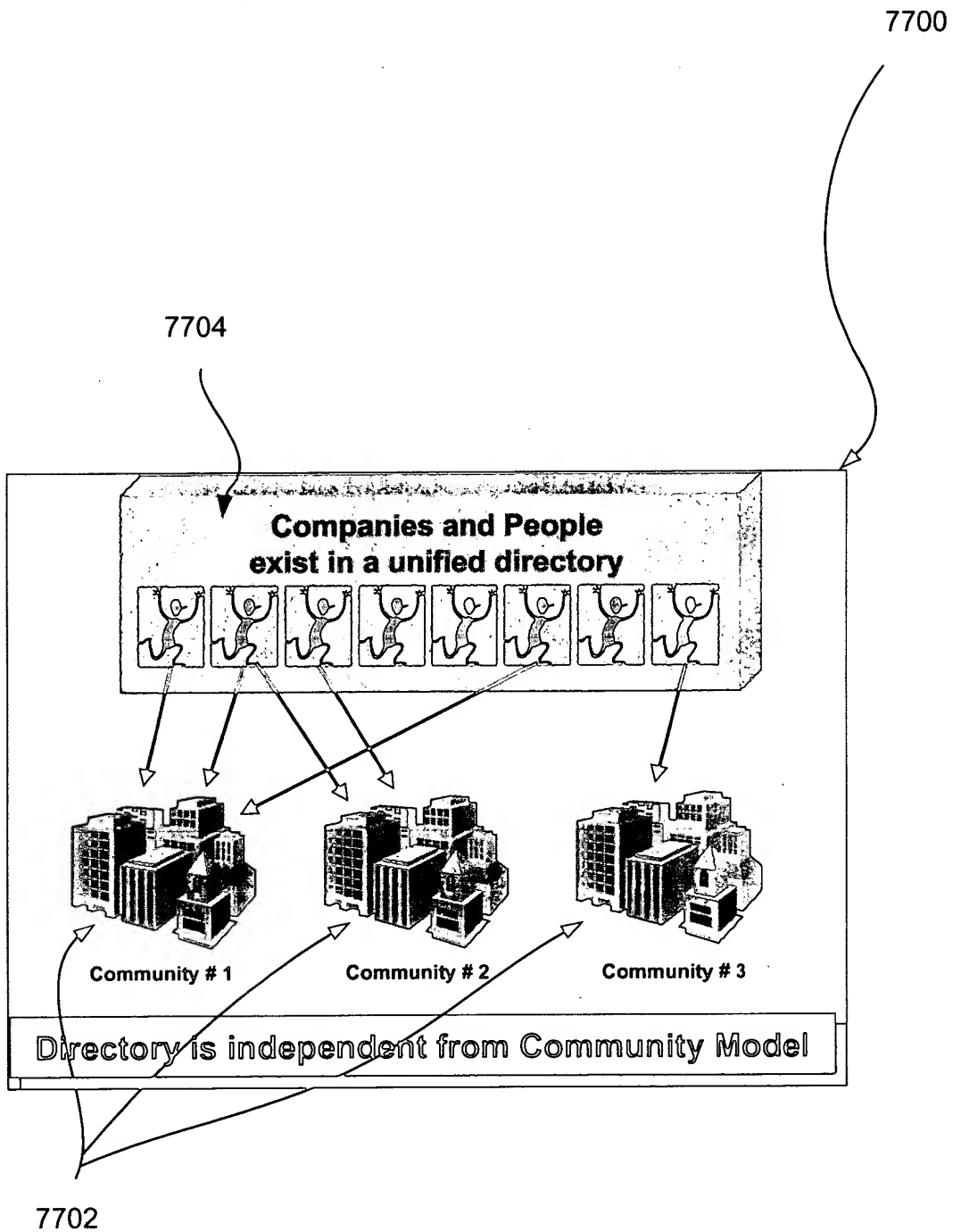


Fig. 77

7800

7802

7804

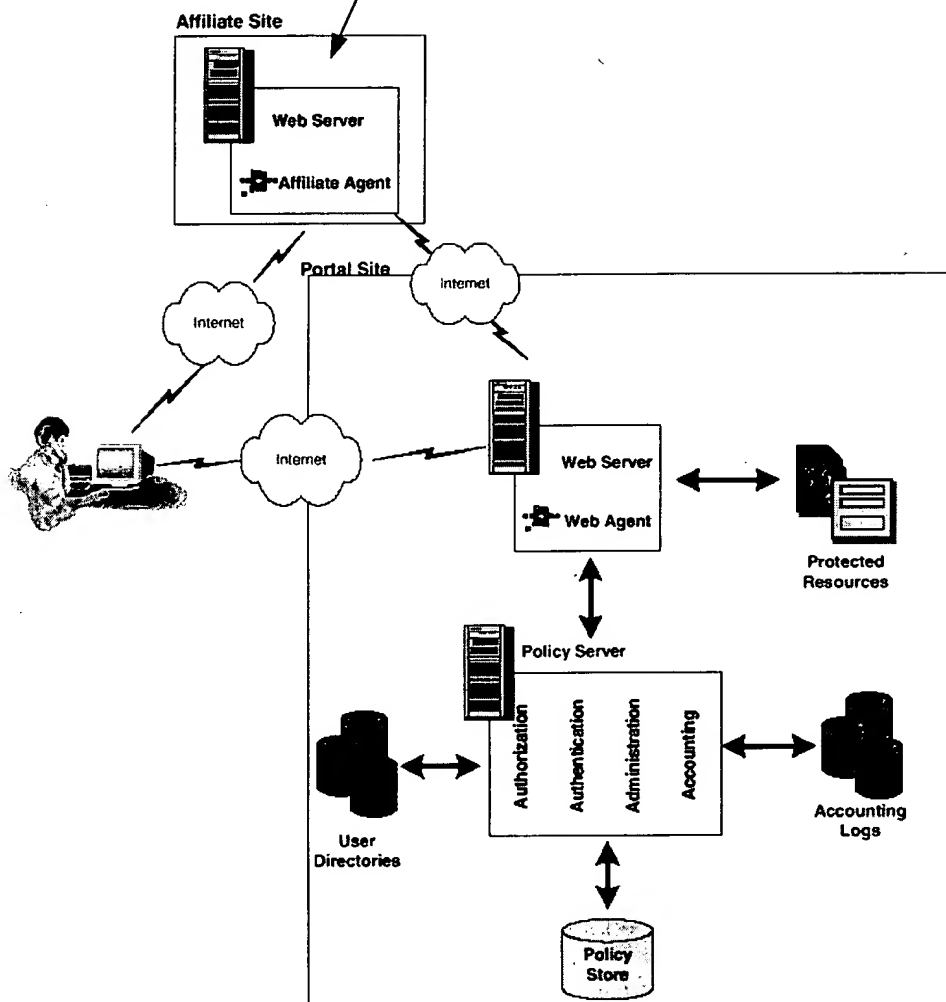


Fig. 78

7900

7902

# Policy-Based Web Security Model

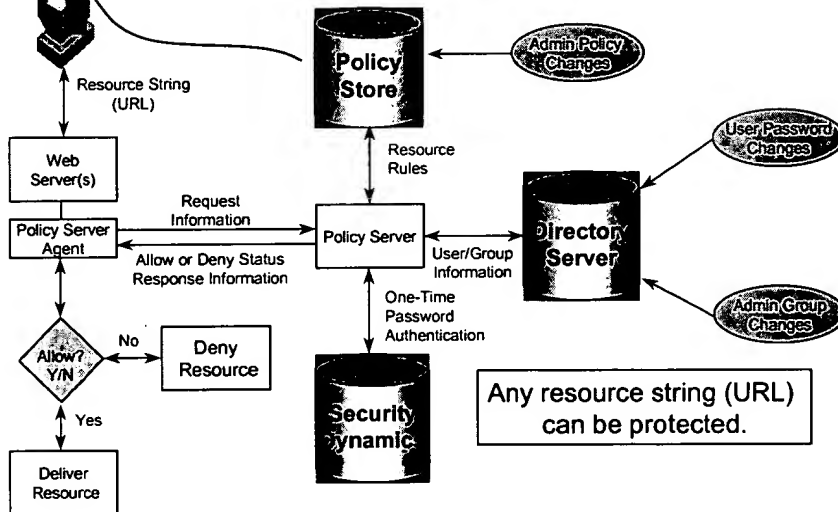


Fig. 79

8030

REGISTERING A PLURALITY OF USERS INCLUDING SUPPLIERS,  
DISTRIBUTORS, AND STORES OF A SUPPLY CHAIN UTILIZING A  
NETWORK

8032

MAINTAINING THE REGISTERED USERS ON A LIST

8034

COLLECTING DATA FROM A PLURALITY OF STORES OF THE  
SUPPLY CHAIN UTILIZING THE NETWORK

8036

UPDATING THE LIST TO ADD, EDIT, AND DELETE THE USERS  
UTILIZING THE NETWORK

8038

RECEIVING A REQUEST FOR ACCESS TO THE DATA UTILIZING  
THE NETWORK, THE REQUEST INCLUDING AN IDENTIFIER

8040

COMPARING THE IDENTIFIER AGAINST THE LIST

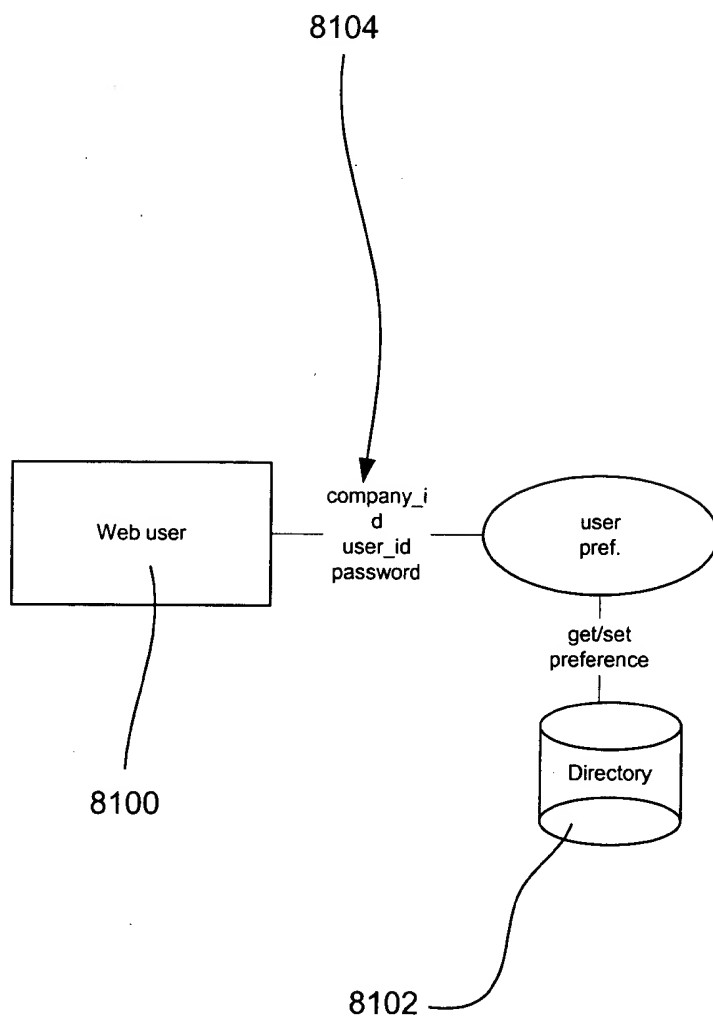
8042

DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING  
ACCESS TO THE DATA UPON THE SUCCESSFUL COMPARISON OF  
THE IDENTIFIER AGAINST THE LIST

8042

FIG. 80





**Fig. 81**

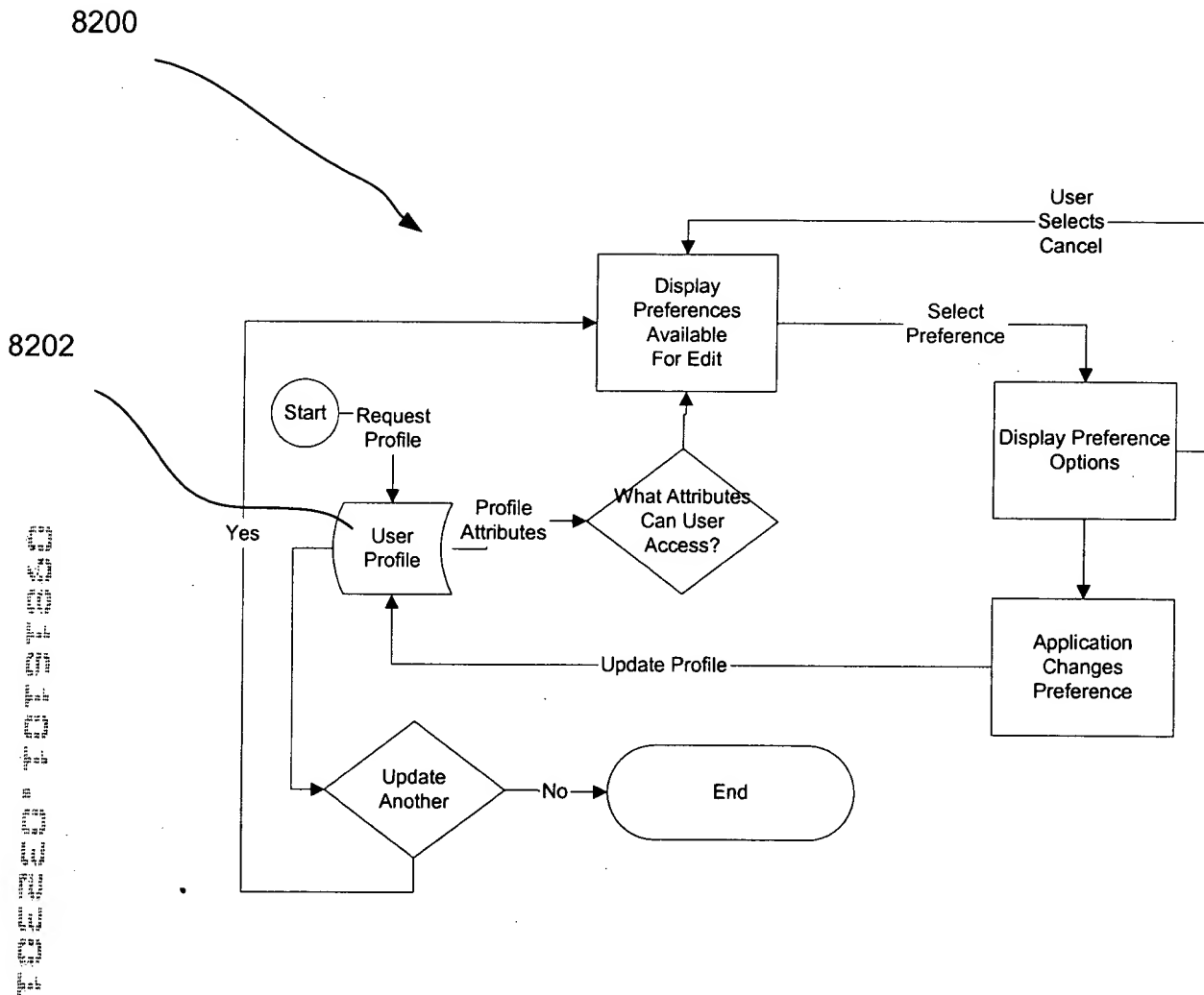


Fig. 82

8302

8304

**Domain  
Privileges**

**Group  
Privileges  
(can include  
hierarchy based)**

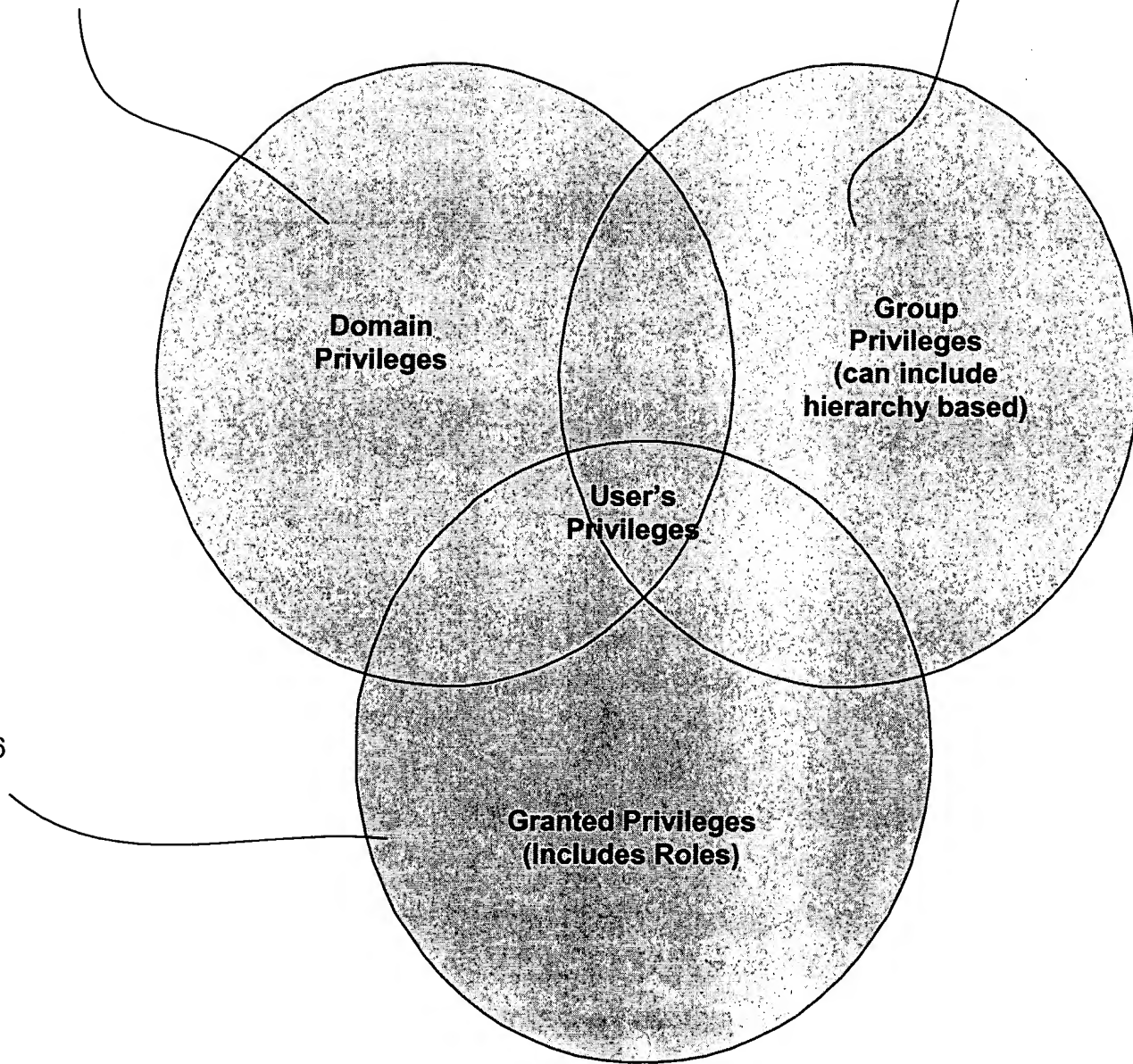
**User's  
Privileges**

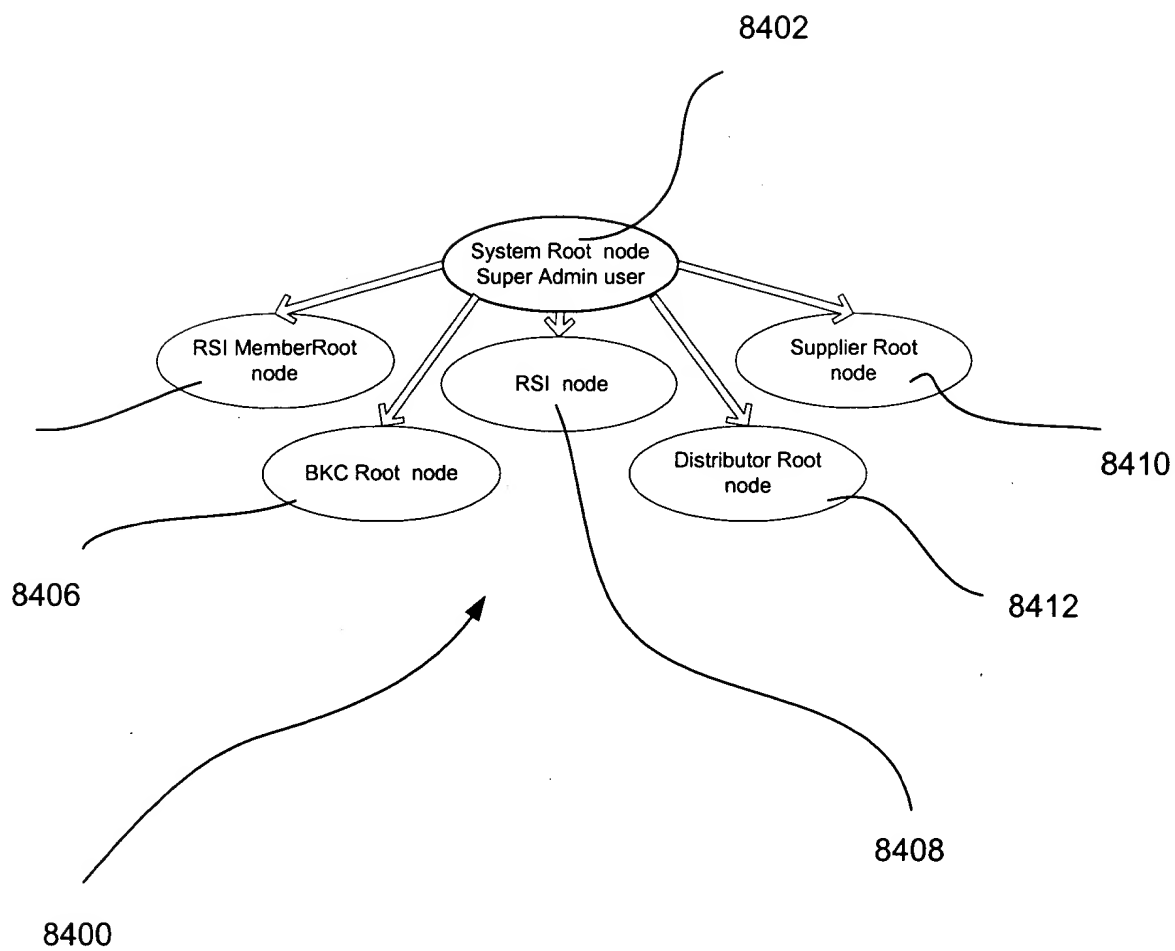
**Granted Privileges  
(Includes Roles)**

8306

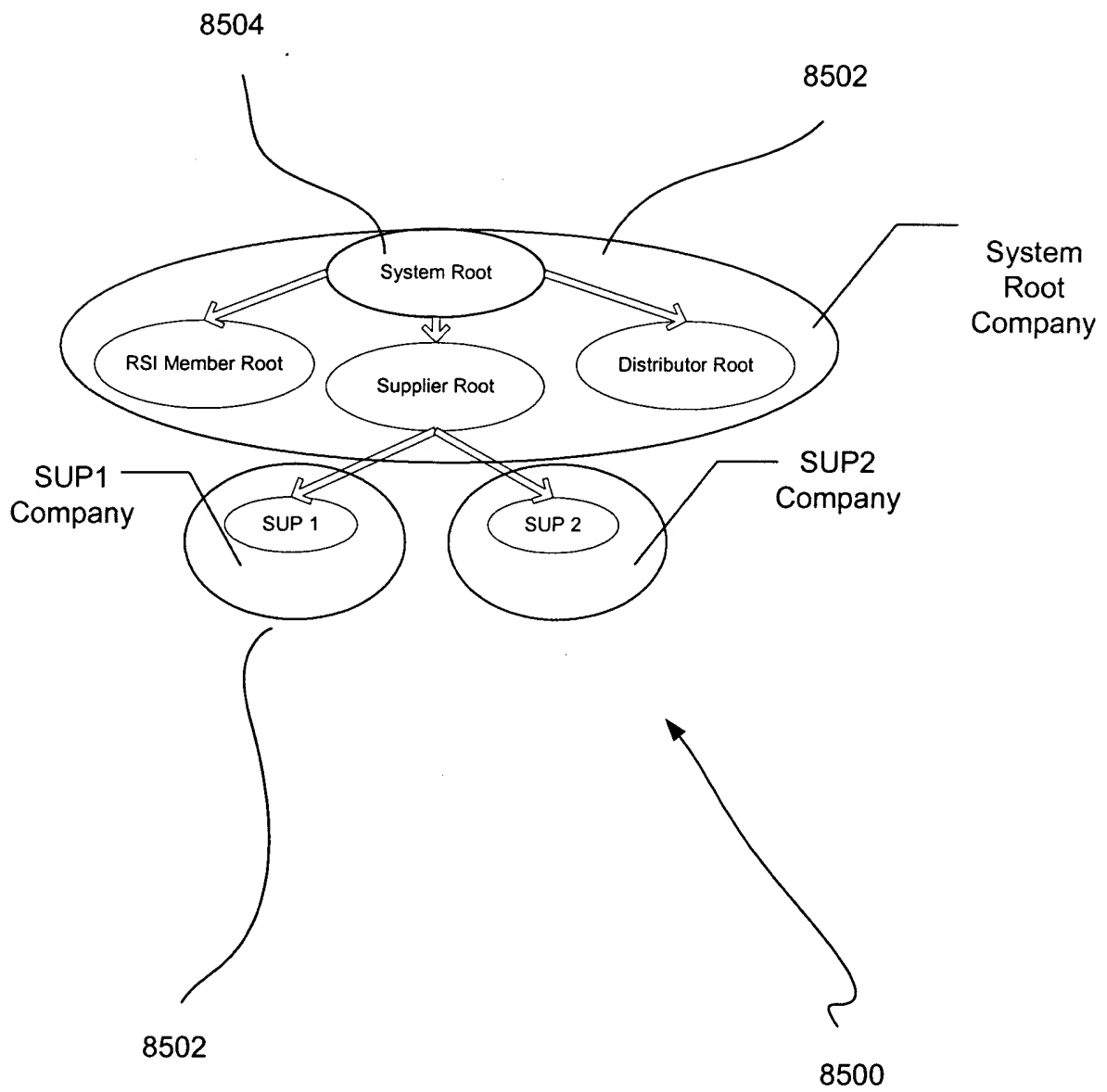
8300

**Fig. 83**





**Fig. 84**



**Fig. 85**

8600

8602

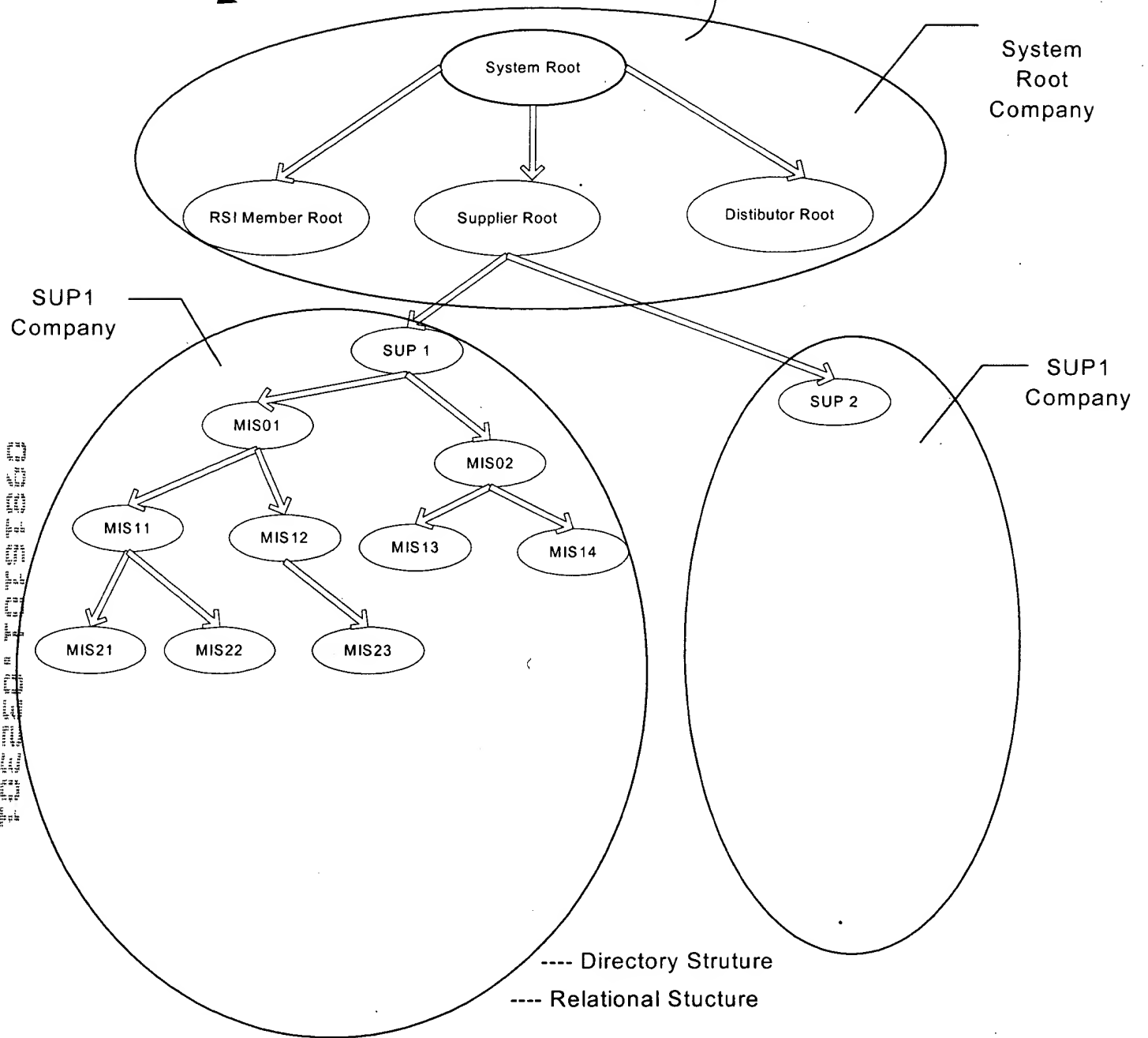


Fig. 86

## Group Hierarchy Management: Data Flow

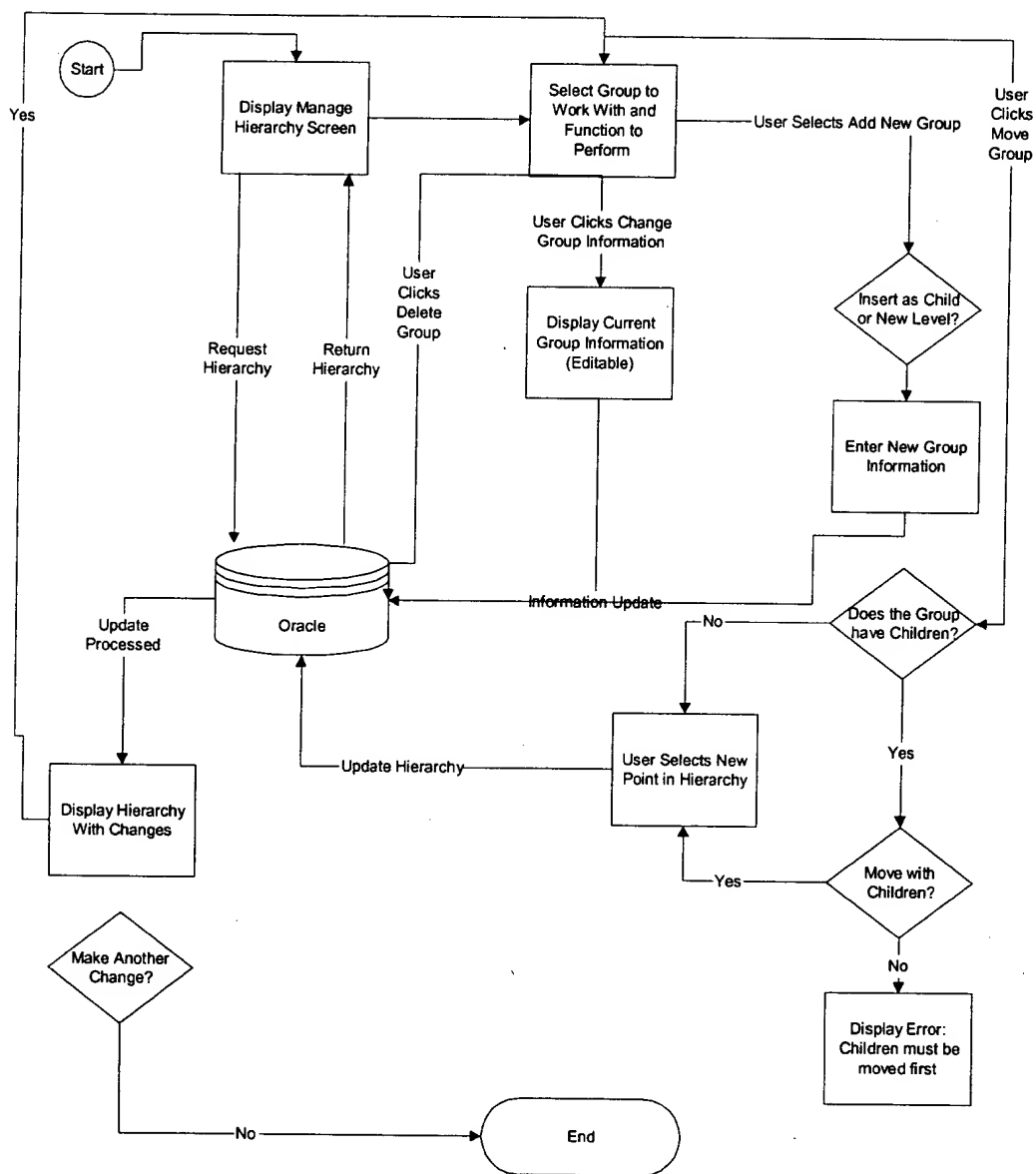


Fig. 87

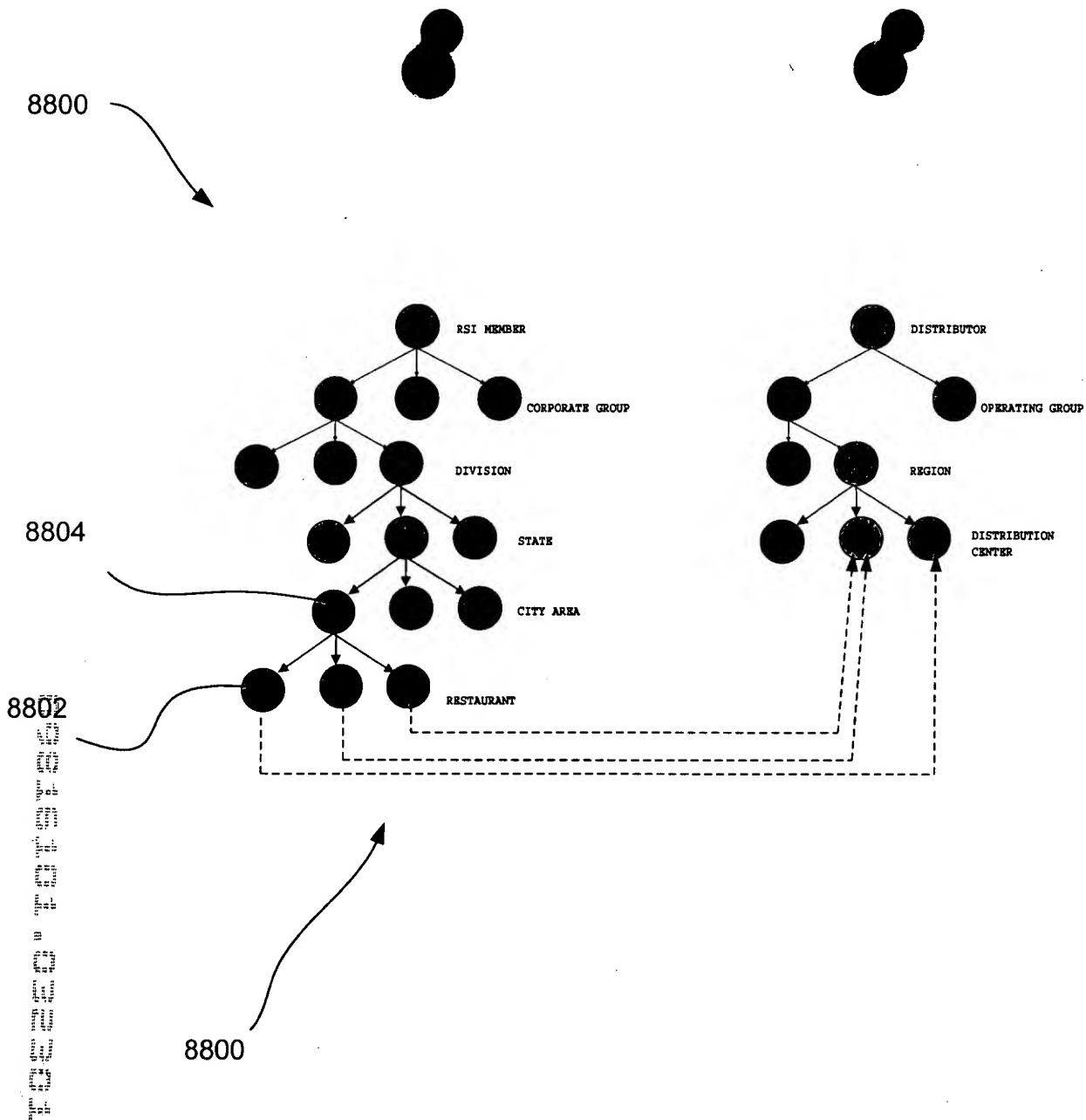


Fig. 88



8902

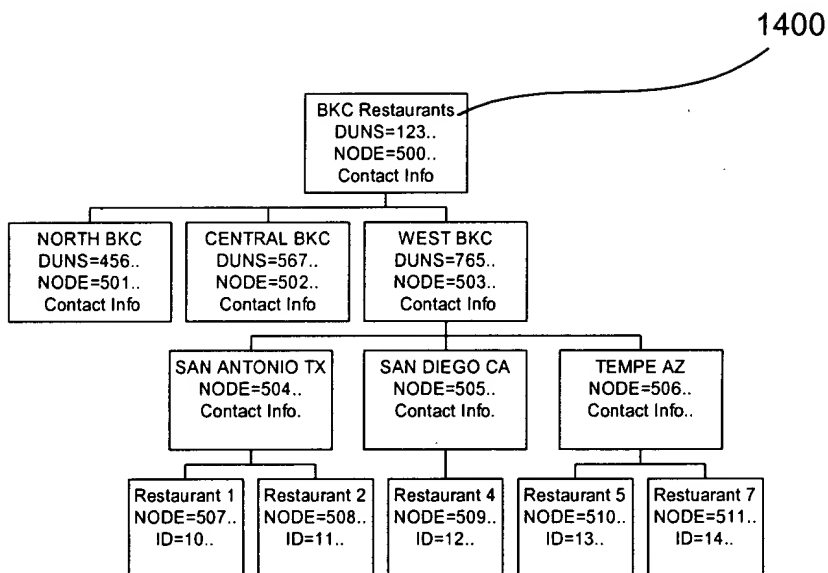


Fig. 89

9000

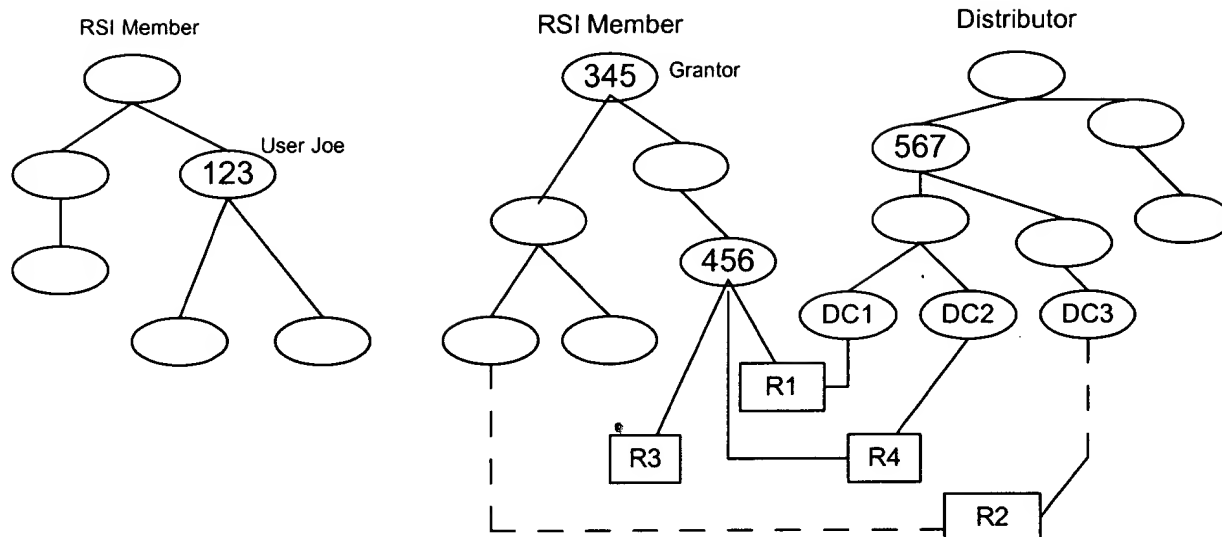


FIG. 90

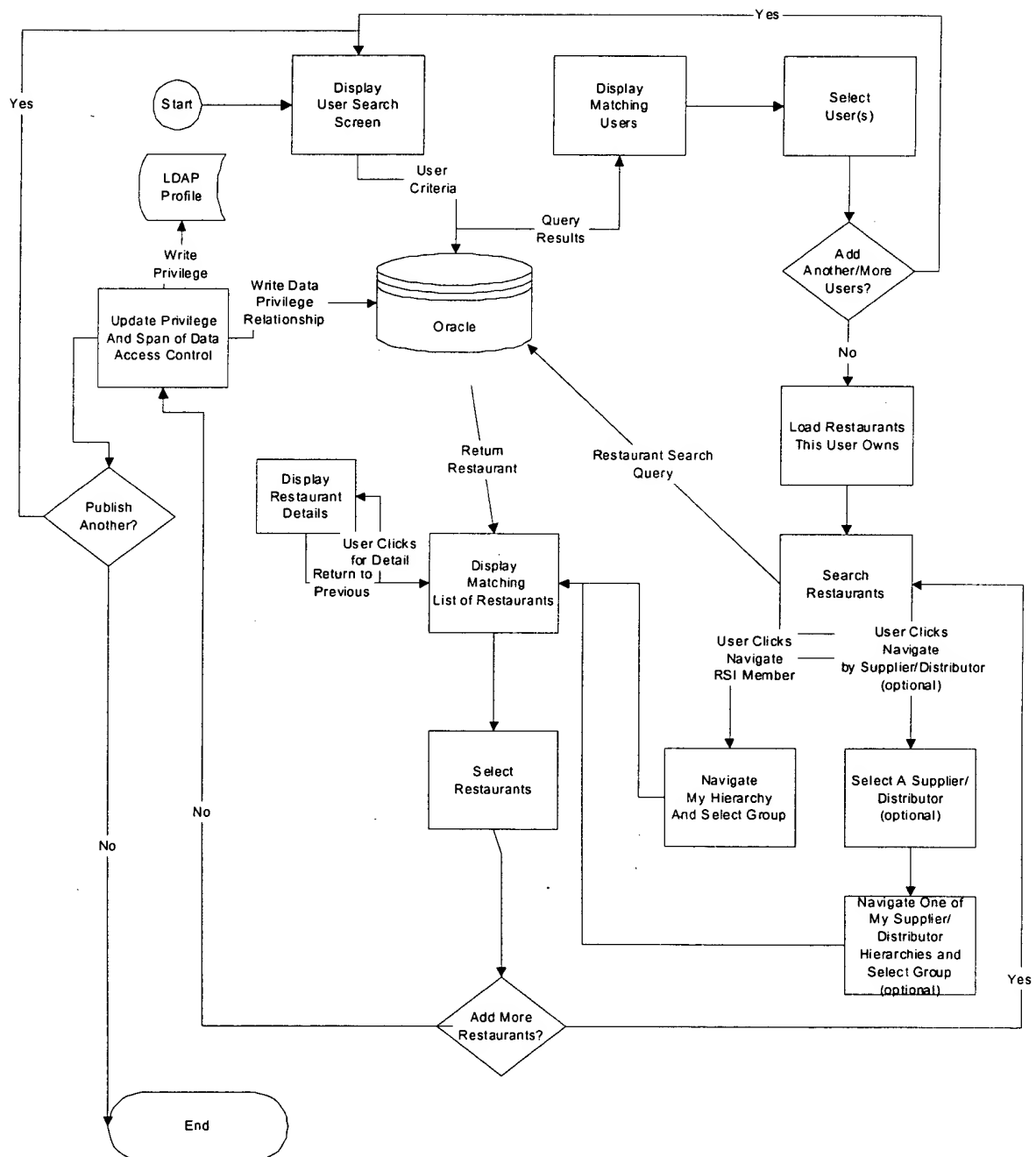


Fig. 91

9230

REGISTERING A PLURALITY OF STORES OF A SUPPLY CHAIN  
UTILIZING A NETWORK, THE REGISTRATION INCLUDING  
RECEIVING FIRST IDENTIFICATION INFORMATION

9232

COLLECTING DATA FROM A PLURALITY OF STORES OF THE  
SUPPLY CHAIN UTILIZING THE NETWORK, THE DATA RELATING  
TO THE SALE OF GOODS BY THE STORES AND INCLUDING  
SECOND IDENTIFICATION INFORMATION MORE RECENT THAN  
THE FIRST IDENTIFICATION INFORMATION

9234

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED  
INTERFACE

9236

COMPARING THE FIRST IDENTIFICATION INFORMATION WITH THE  
SECOND IDENTIFICATION INFORMATION

9238

UPDATING THE REGISTRATION OF THE STORES BASED ON THE  
COMPARISON

9240

FIG. 92

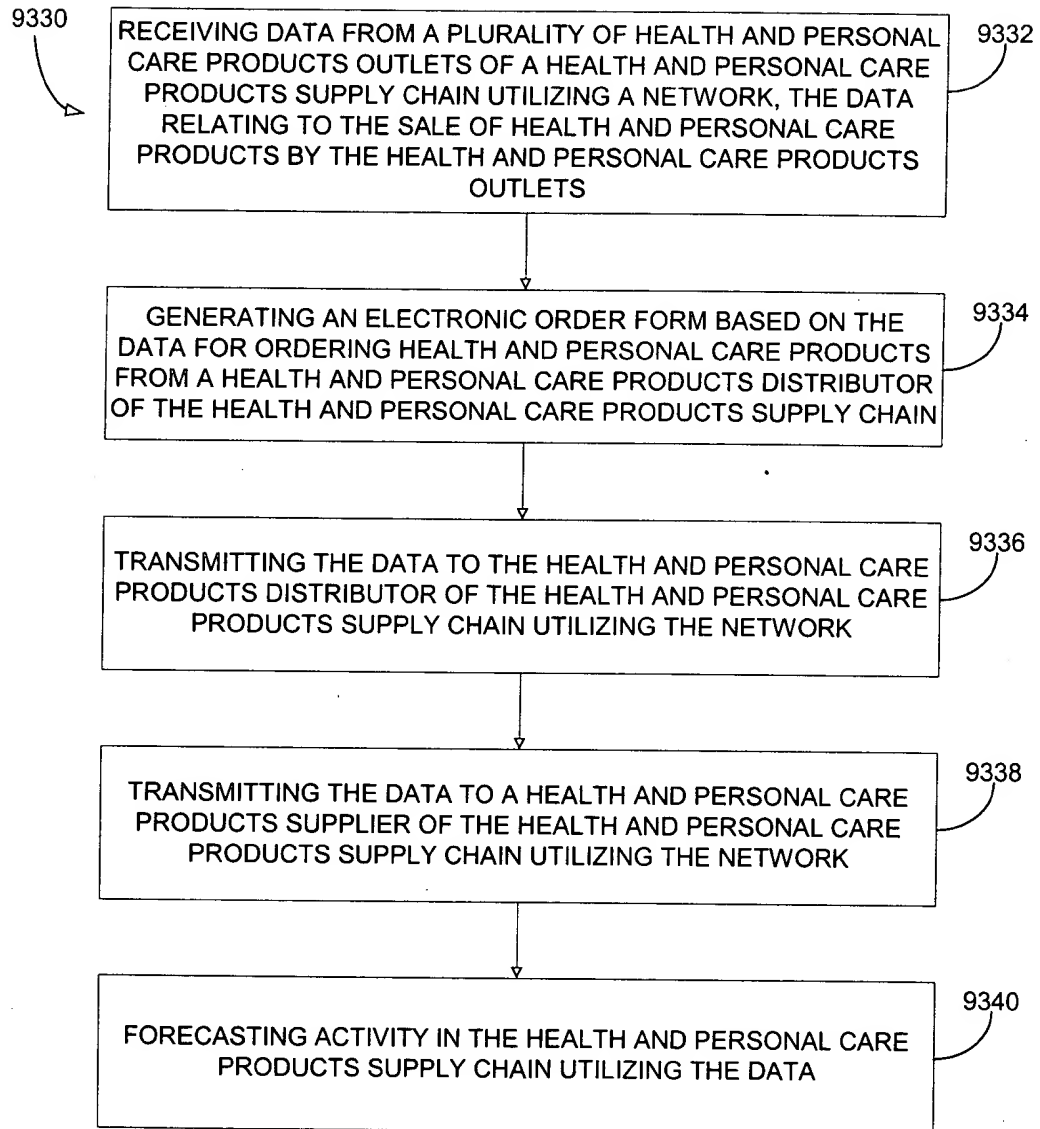


FIG. 93

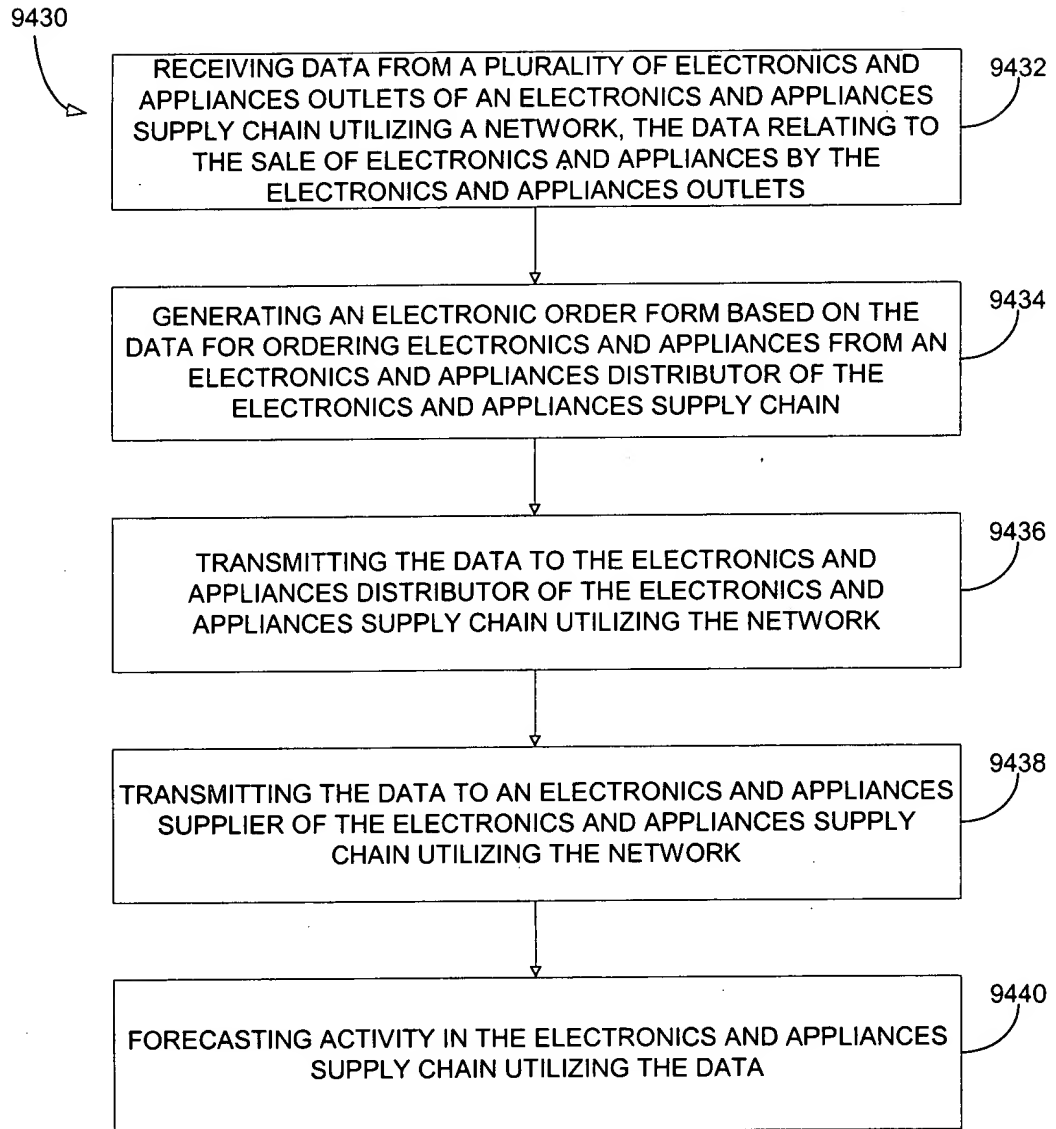


FIG. 94

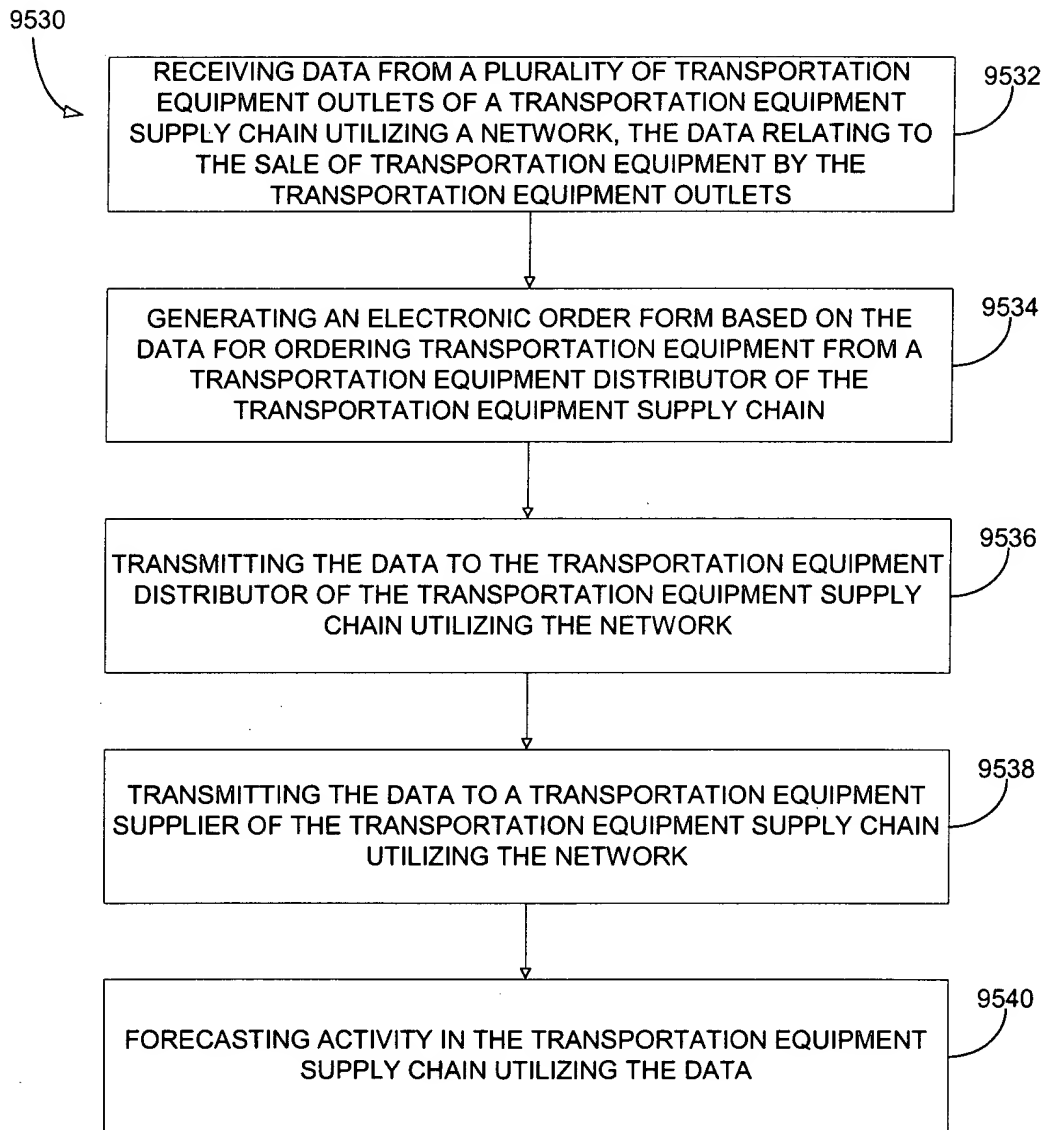


FIG. 95

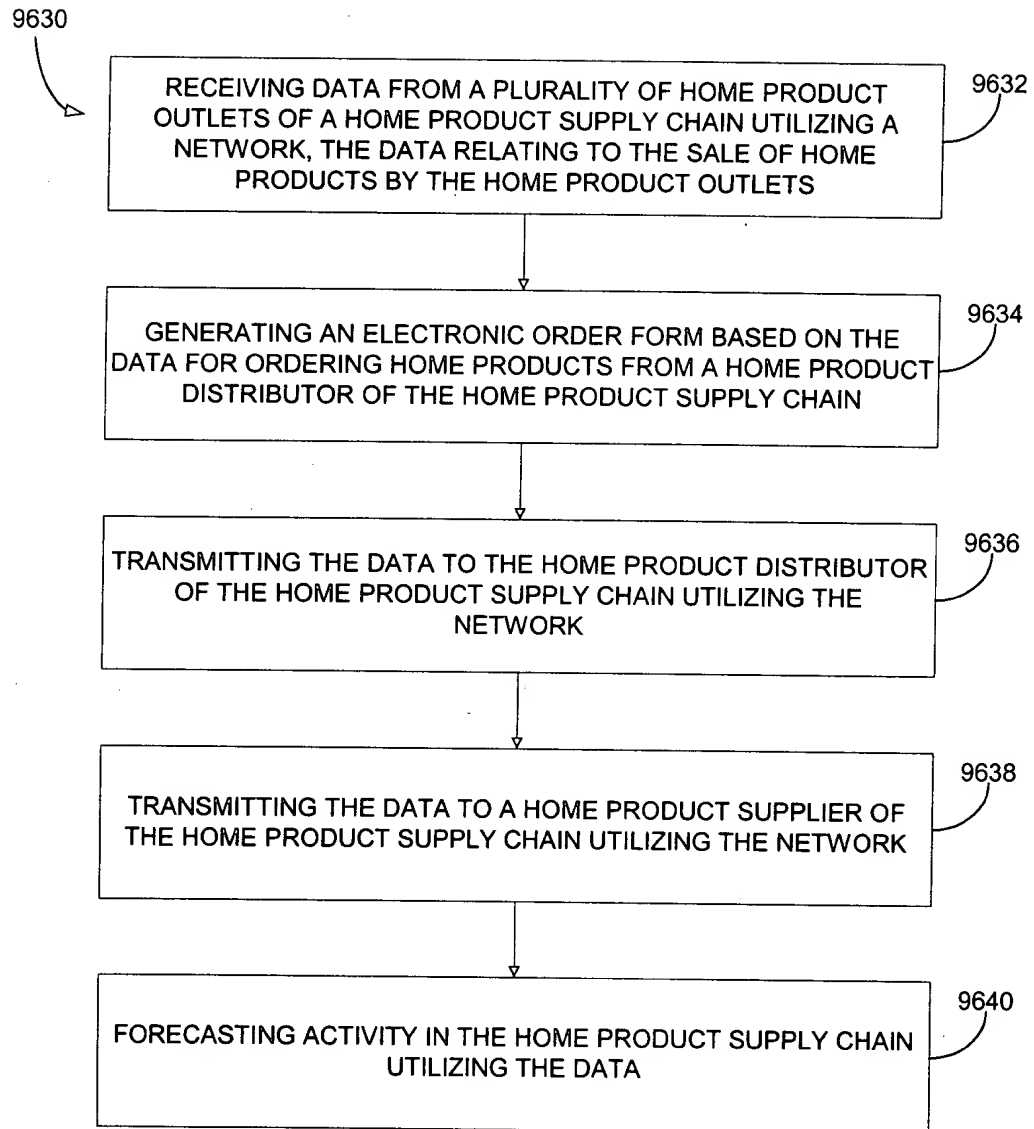


FIG. 96



9730

RECEIVING DATA FROM A PLURALITY OF FOOD AND BEVERAGE OUTLETS OF A FOOD AND BEVERAGE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF FOOD AND BEVERAGES BY THE FOOD AND BEVERAGE OUTLETS

9732

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING FOOD AND BEVERAGES FROM A FOOD AND BEVERAGE DISTRIBUTOR OF THE FOOD AND BEVERAGE SUPPLY CHAIN

9734

TRANSMITTING THE DATA TO THE FOOD AND BEVERAGE DISTRIBUTOR OF THE FOOD AND BEVERAGE SUPPLY CHAIN UTILIZING THE NETWORK

9736

TRANSMITTING THE DATA TO A FOOD AND BEVERAGE SUPPLIER OF THE FOOD AND BEVERAGE SUPPLY CHAIN UTILIZING THE NETWORK

9738

FORECASTING ACTIVITY IN THE FOOD AND BEVERAGE SUPPLY CHAIN UTILIZING THE DATA

9740

FIG. 97

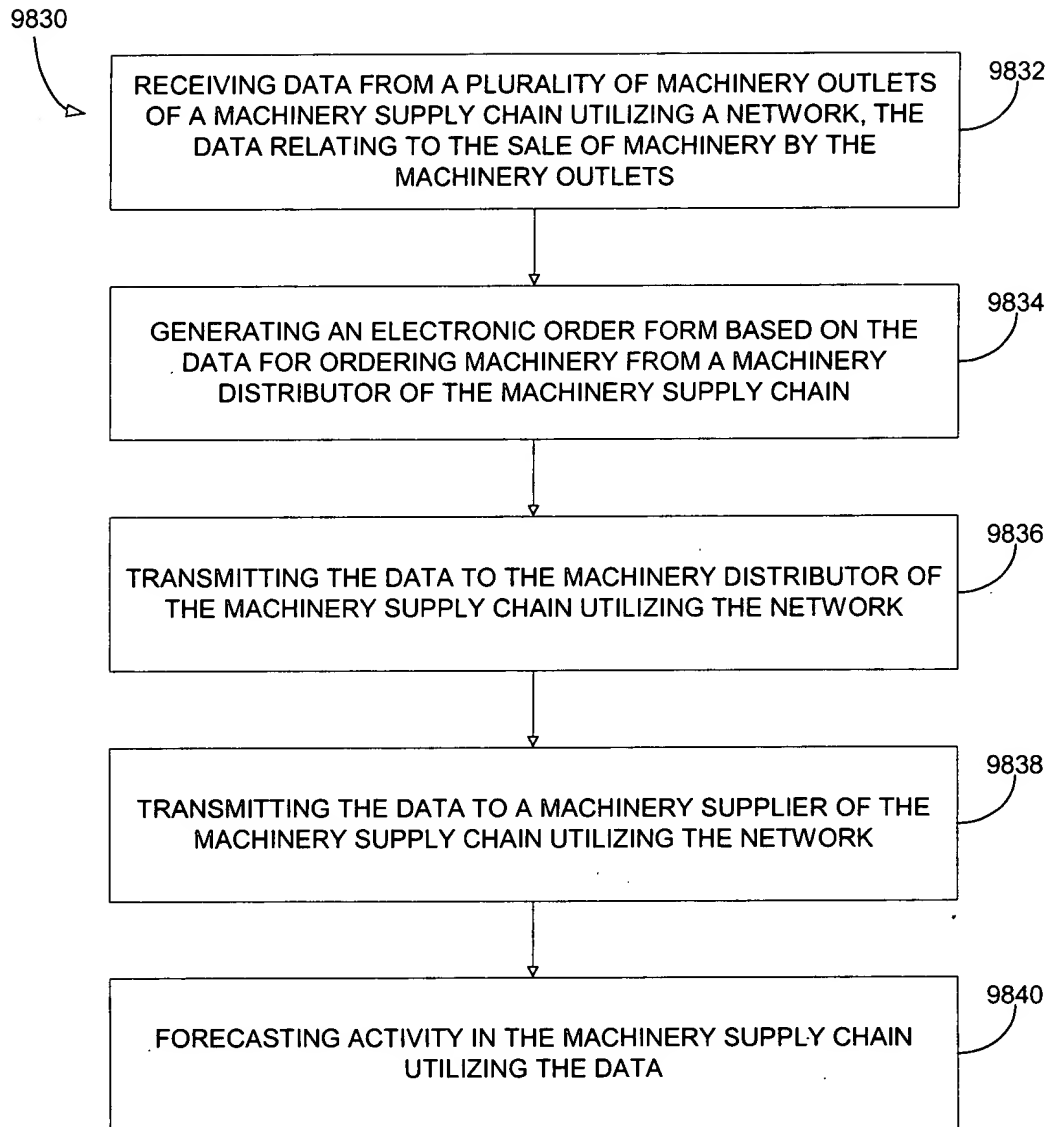


FIG. 98

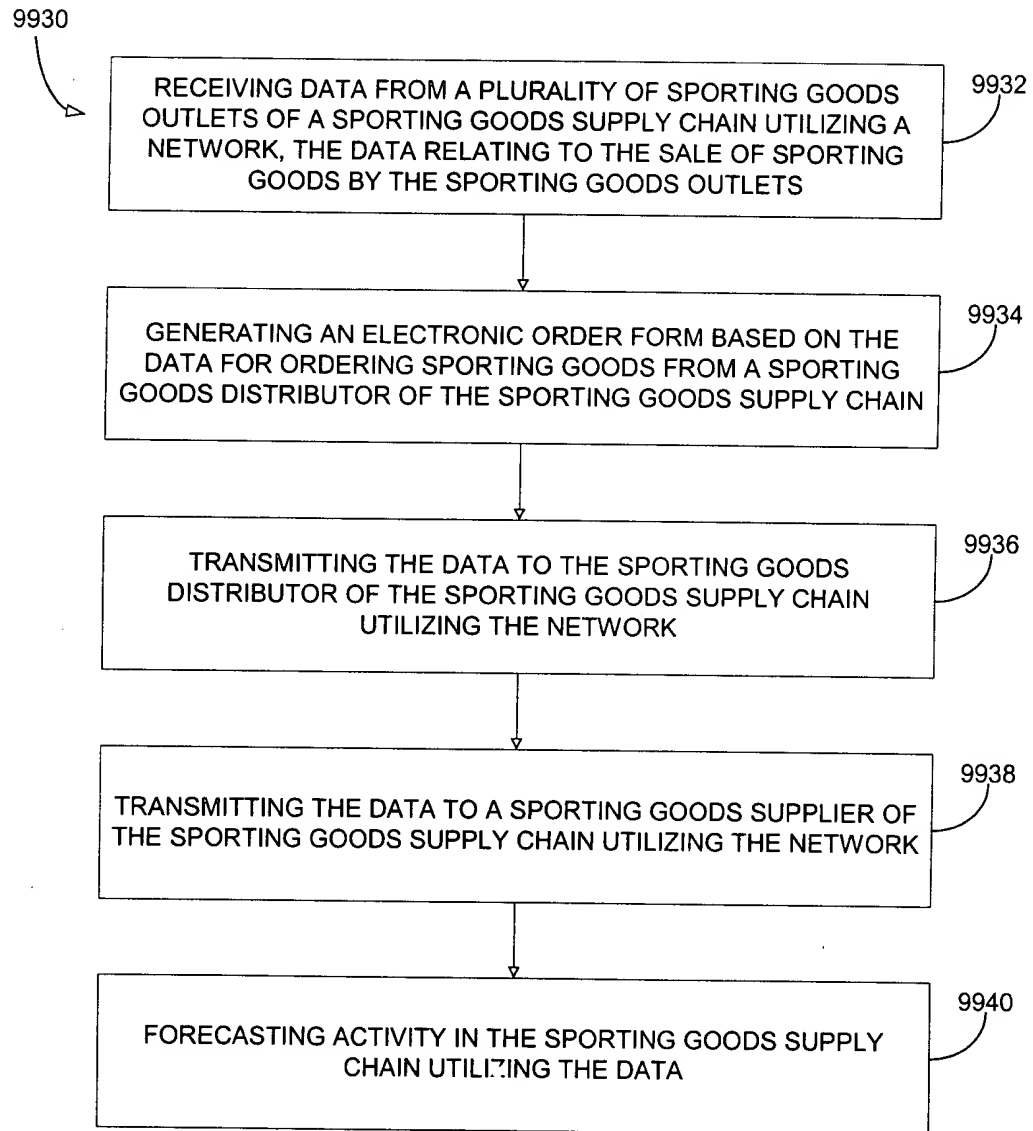


FIG. 99

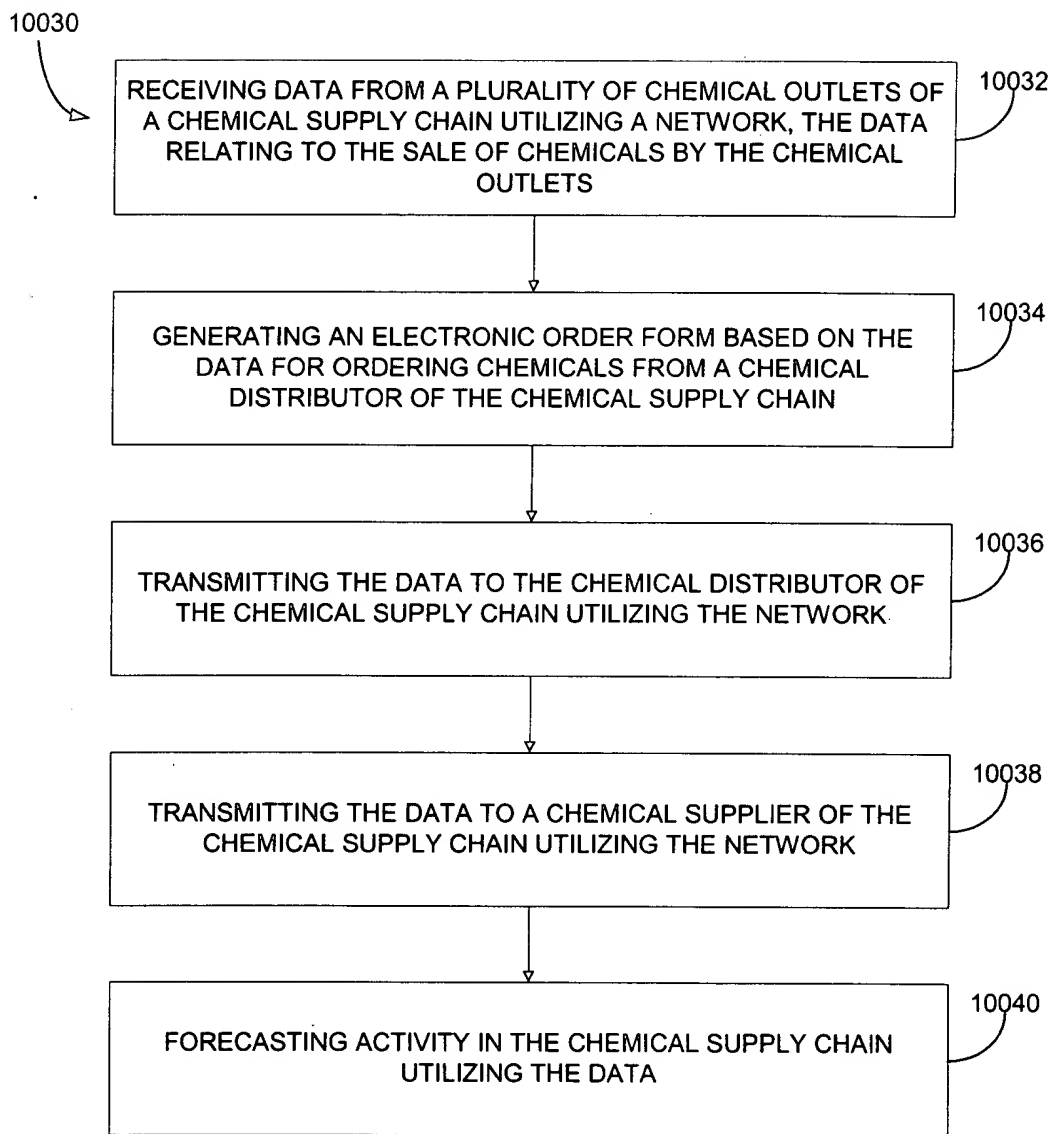


FIG. 100

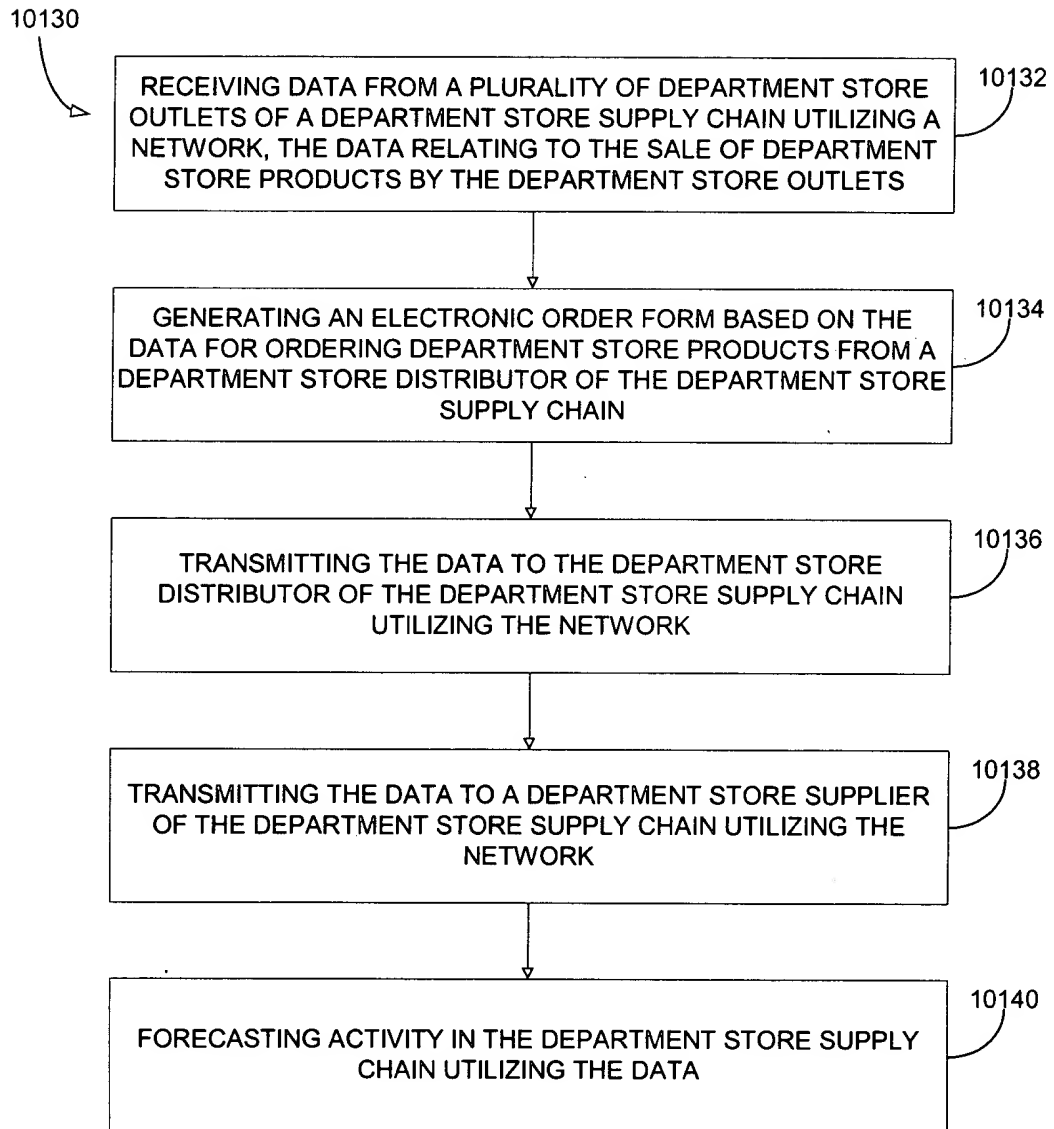


FIG. 101

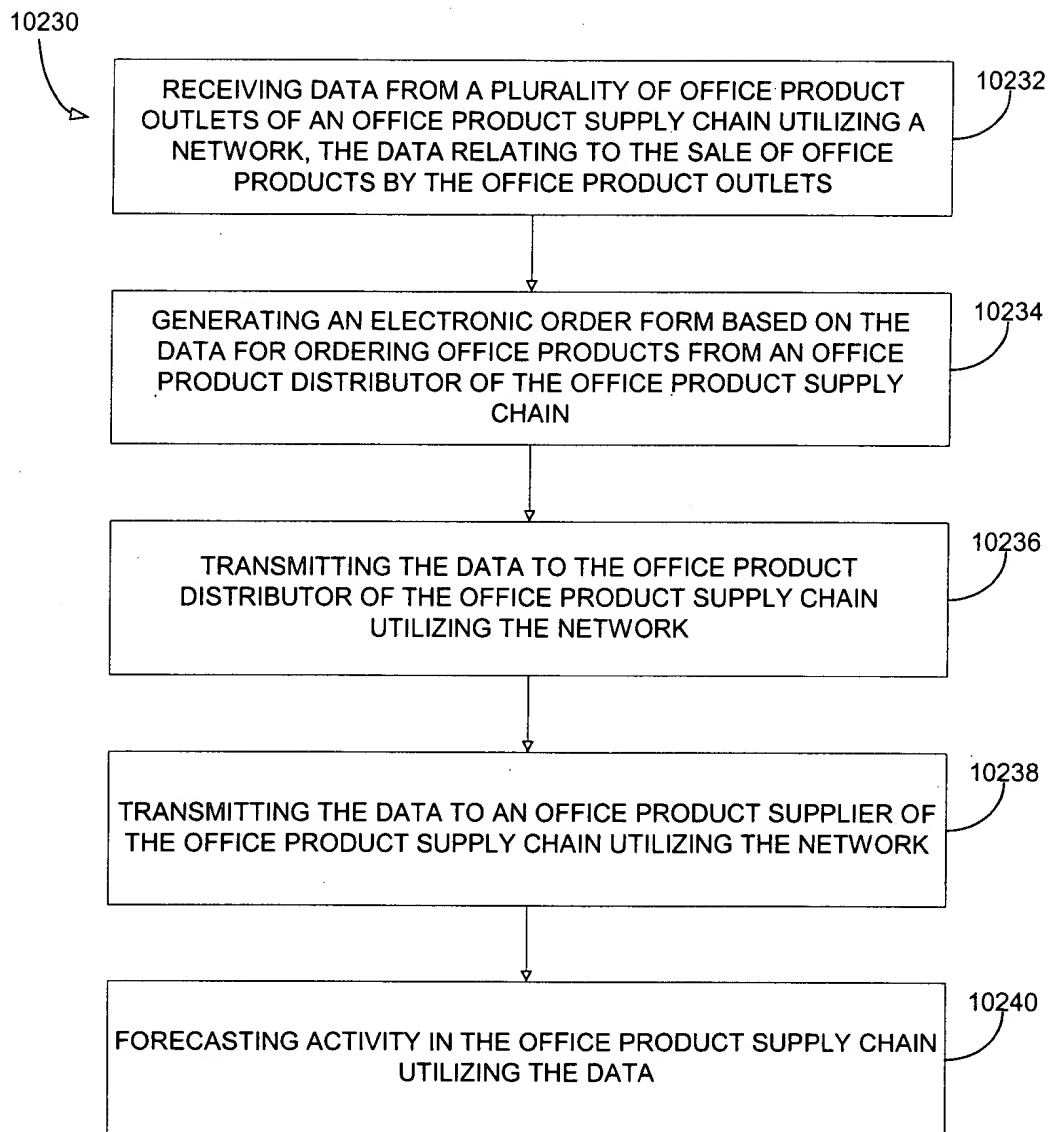


FIG. 102A

10260

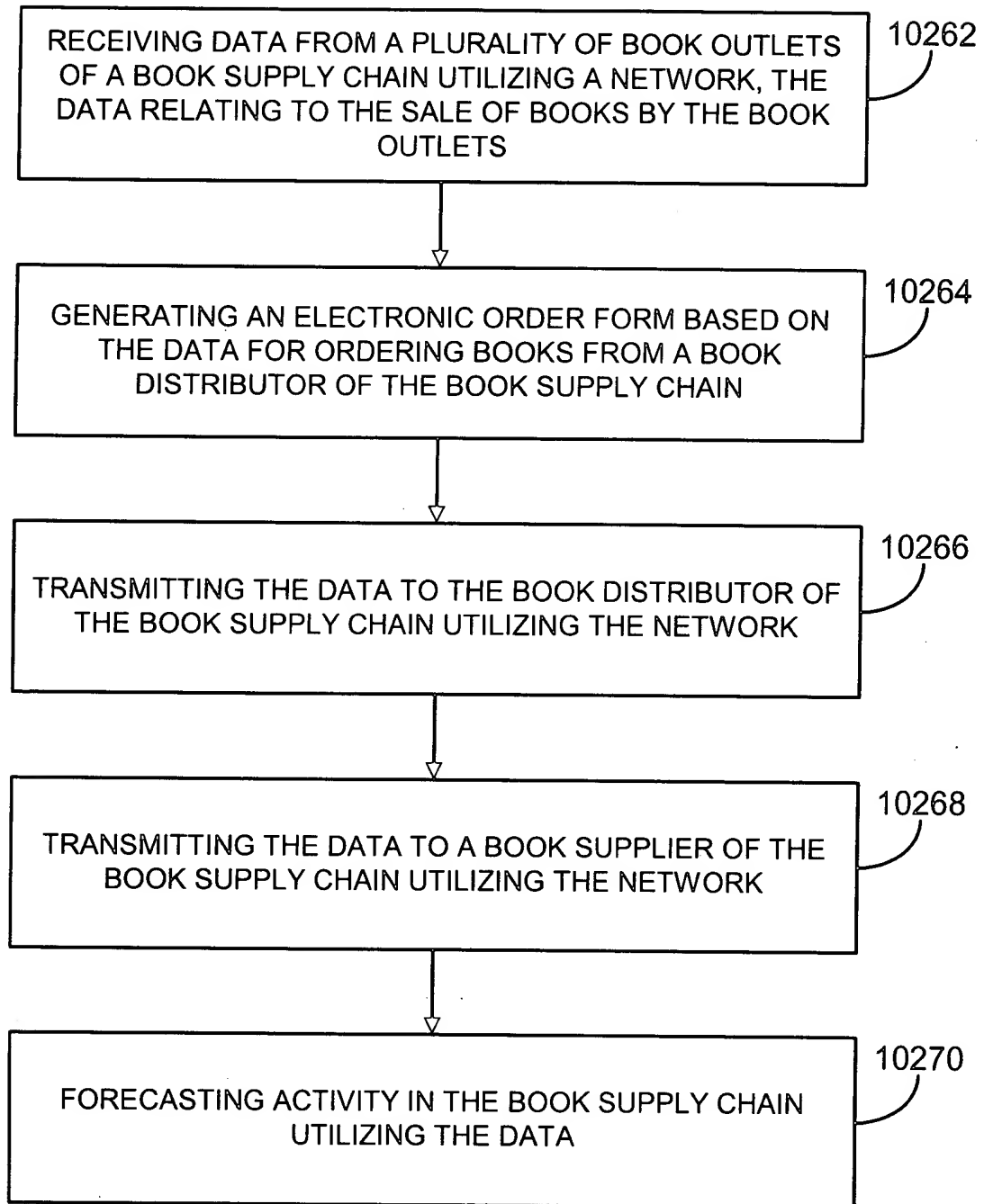


FIG. 102B

10330

RECEIVING DATA FROM A PLURALITY OF GAS STATION OUTLETS  
OF A GAS STATION SUPPLY CHAIN UTILIZING A NETWORK, THE  
DATA RELATING TO THE SALE OF GAS STATION GOODS AND  
SERVICES BY THE GAS STATION OUTLETS

10332

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE  
DATA FOR ORDERING GAS STATION GOODS AND SERVICES  
FROM A GAS STATION DISTRIBUTOR OF THE GAS STATION  
SUPPLY CHAIN

10334

TRANSMITTING THE DATA TO THE GAS STATION DISTRIBUTOR OF  
THE GAS STATION SUPPLY CHAIN UTILIZING THE NETWORK

10336

TRANSMITTING THE DATA TO A GAS STATION SUPPLIER OF THE  
GAS STATION SUPPLY CHAIN UTILIZING THE NETWORK

10338

FORECASTING ACTIVITY IN THE GAS STATION SUPPLY CHAIN  
UTILIZING THE DATA

10340

FIG. 103



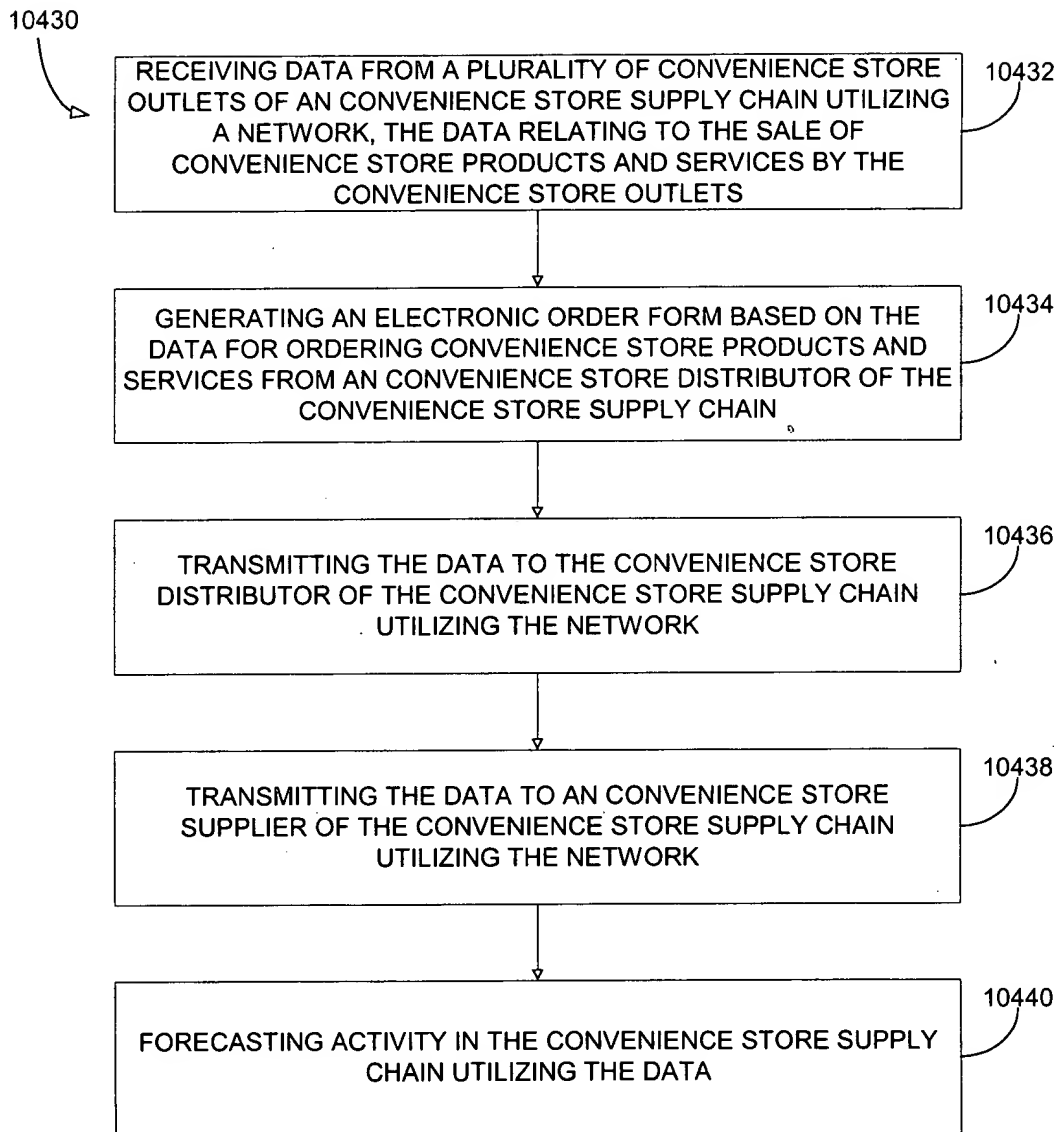


FIG. 104A

10460

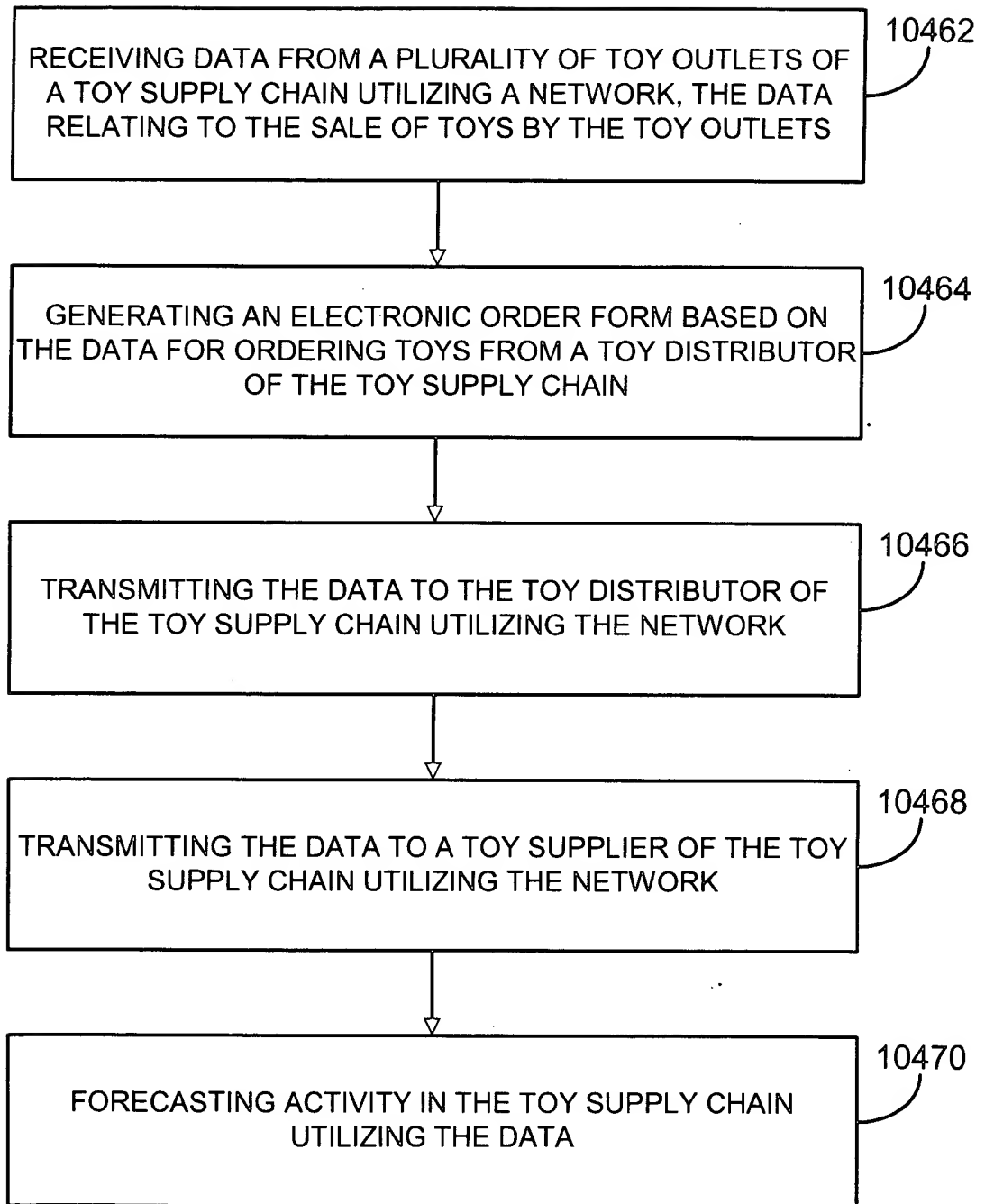


FIG. 104B

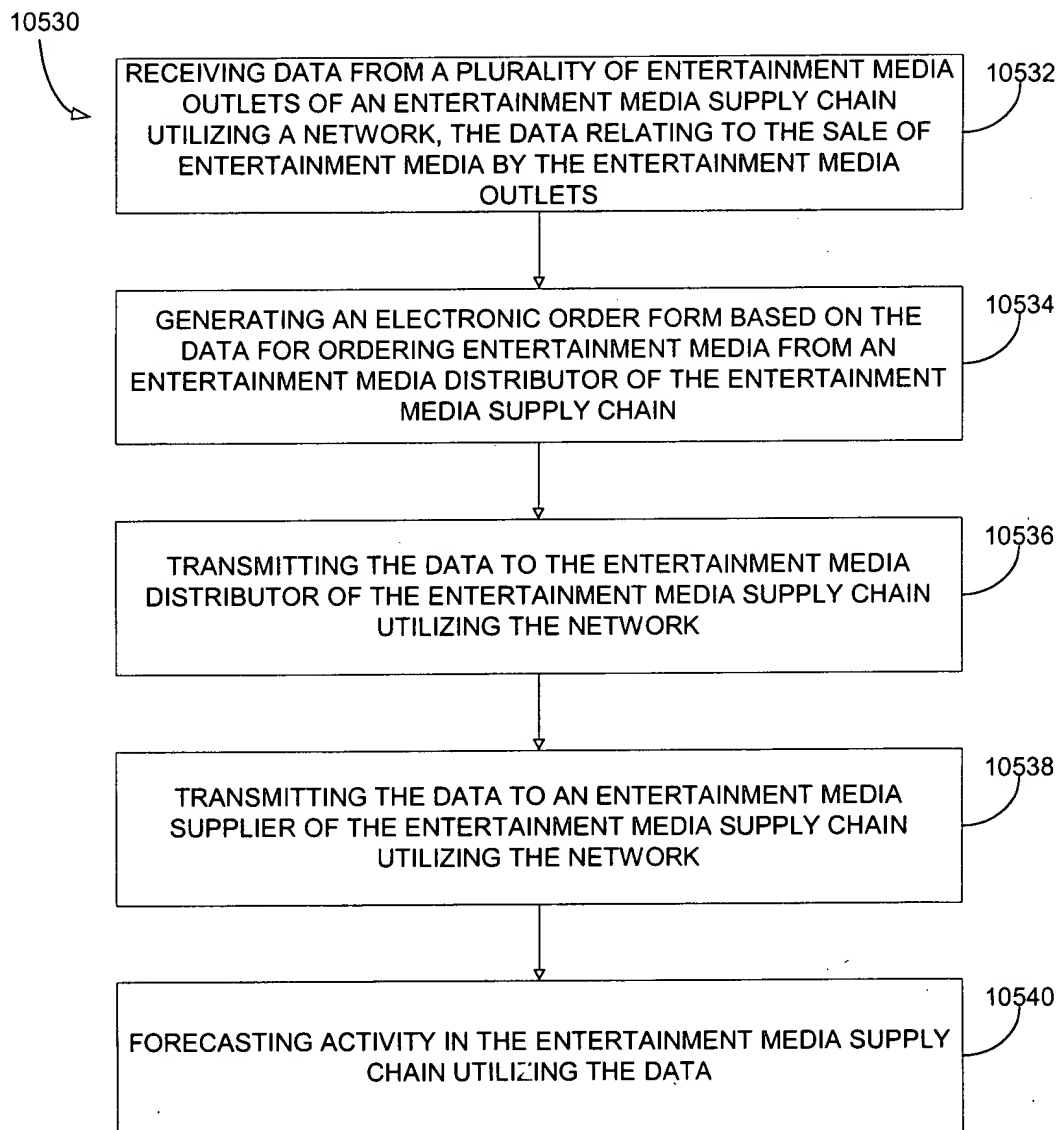


FIG. 105

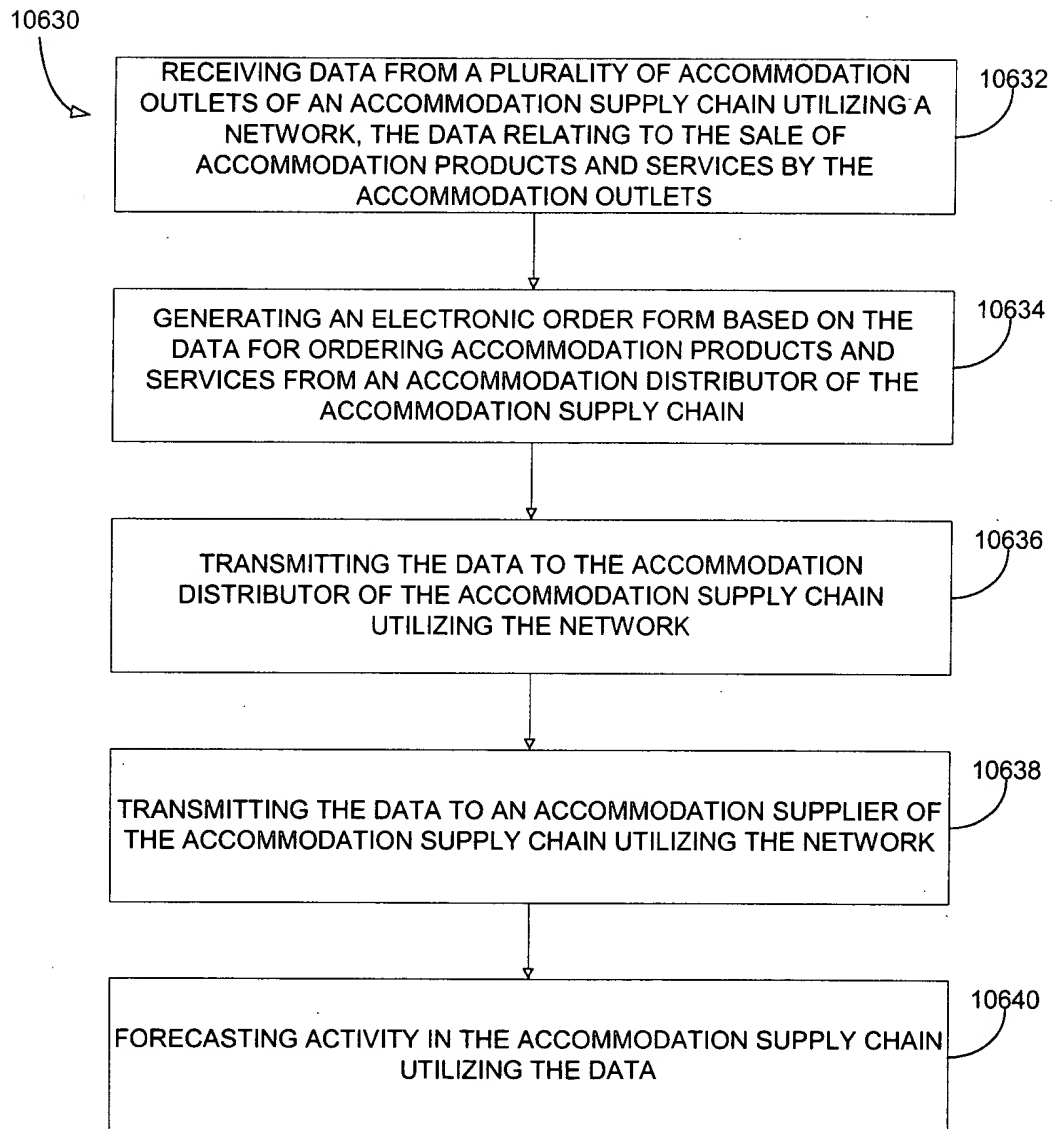


FIG. 106

10730

RECEIVING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

10732



GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING GOODS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

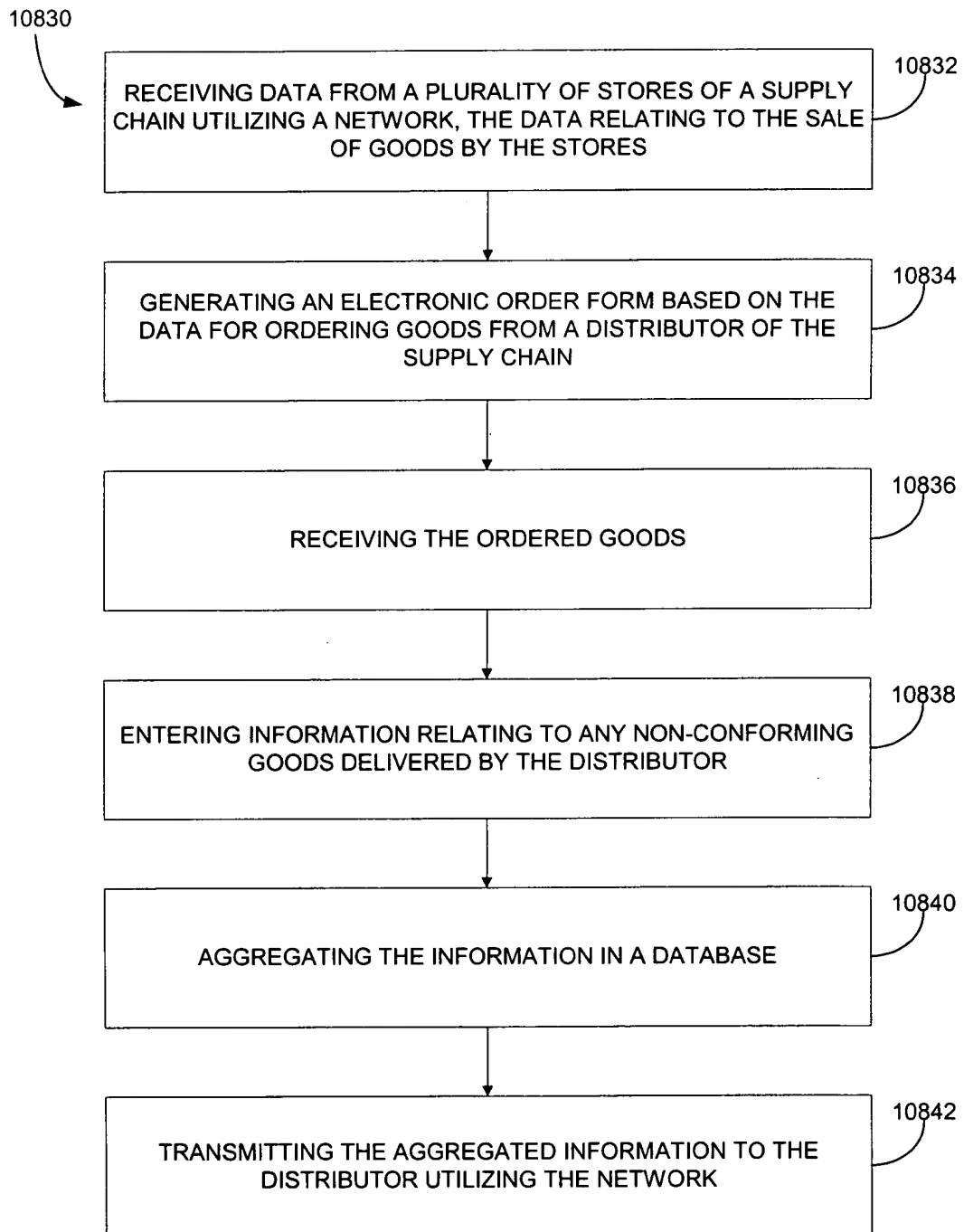
10734



TRANSMITTING THE DATA TO SUPPLIERS OF THE SUPPLY CHAIN UTILIZING THE NETWORK, WHEREIN THE SUPPLIERS OFFER RAW PRODUCTS USED FOR PRODUCING THE GOODS AT A PREDETERMINED PRICE, THE PRICE DECREASING AS A FUNCTION OF TIME DURING A PREDETERMINED DURATION

10736

FIG. 107



**FIG. 108**

10900

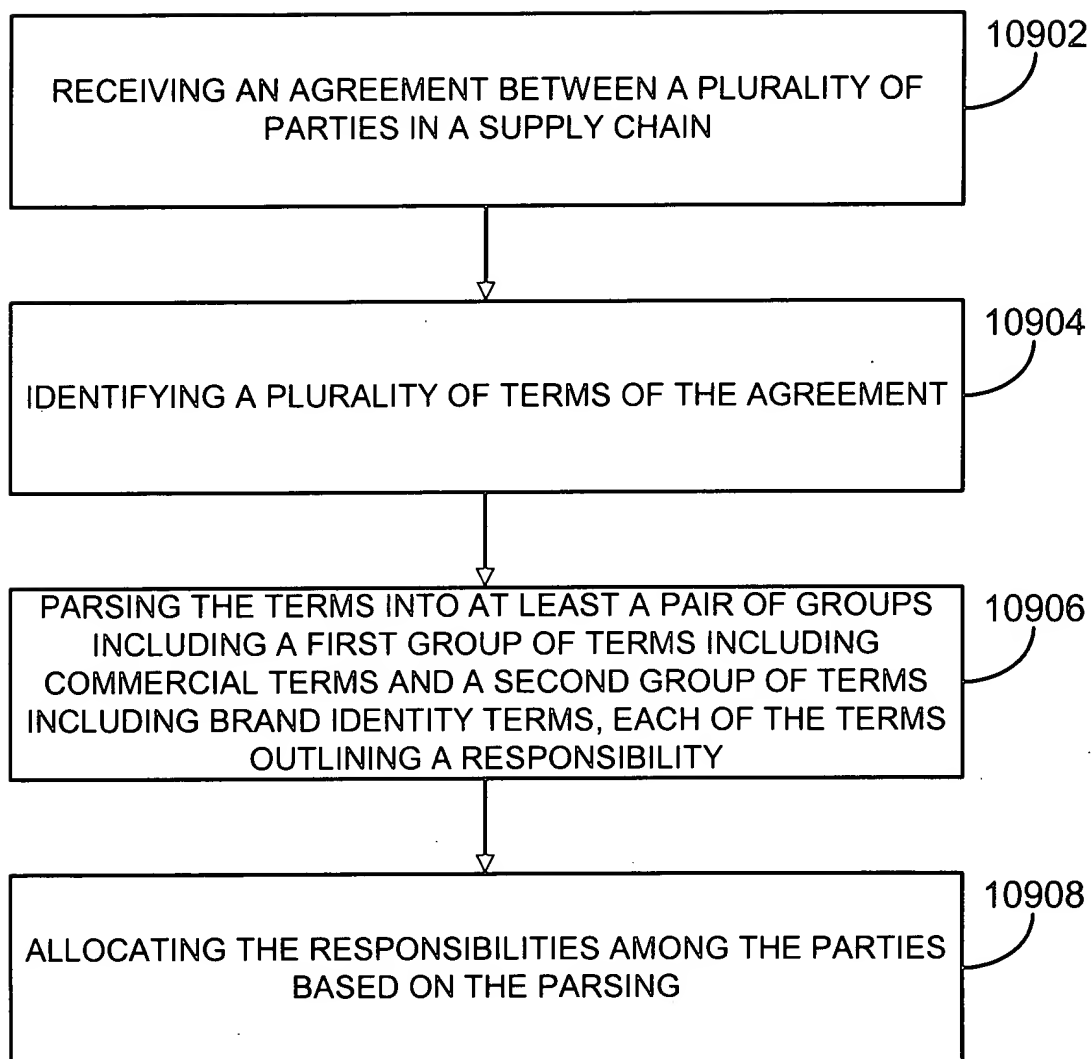


FIG. 109

11000



RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002



DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004



COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

FIG. 110



11100

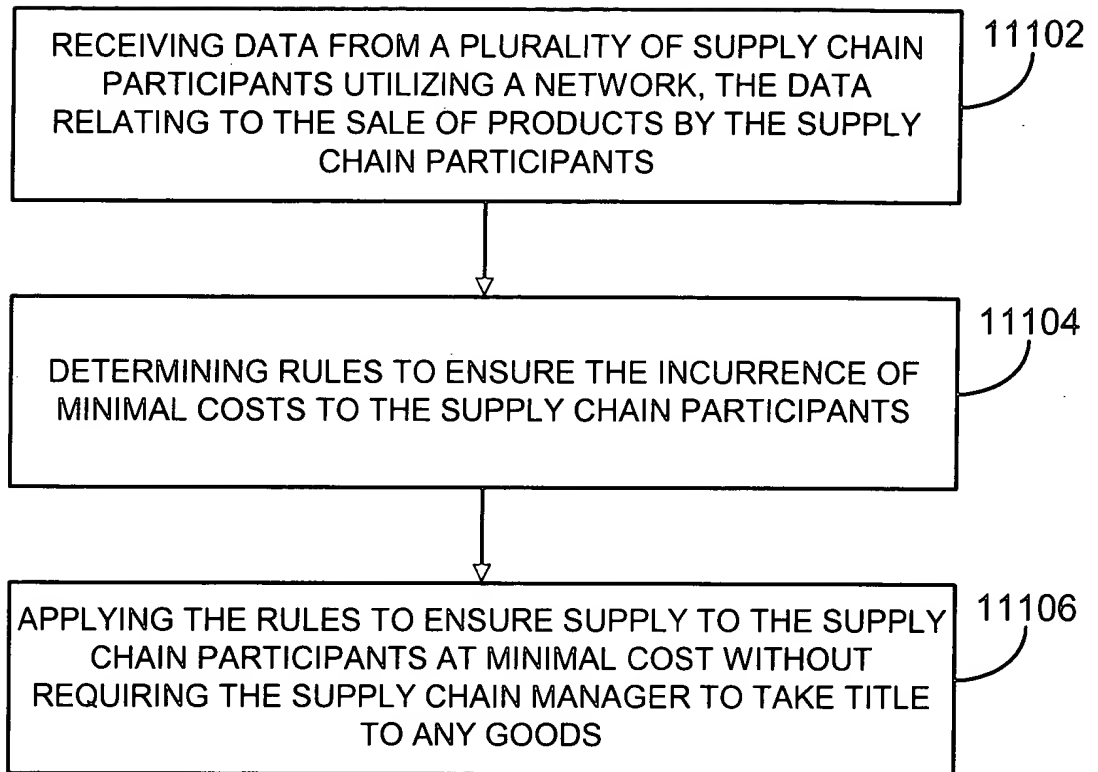


FIG. 111

11200

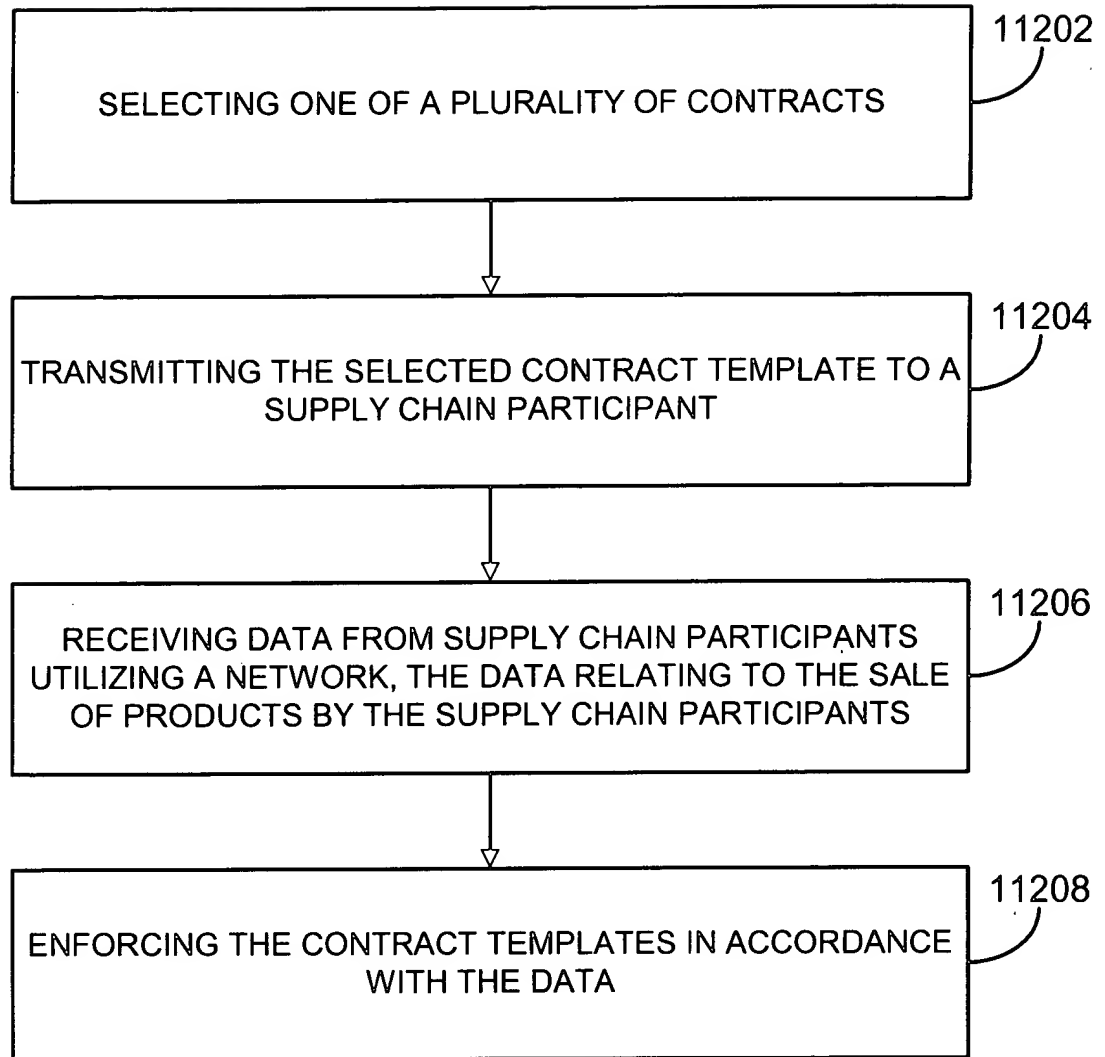


FIG. 112

11300

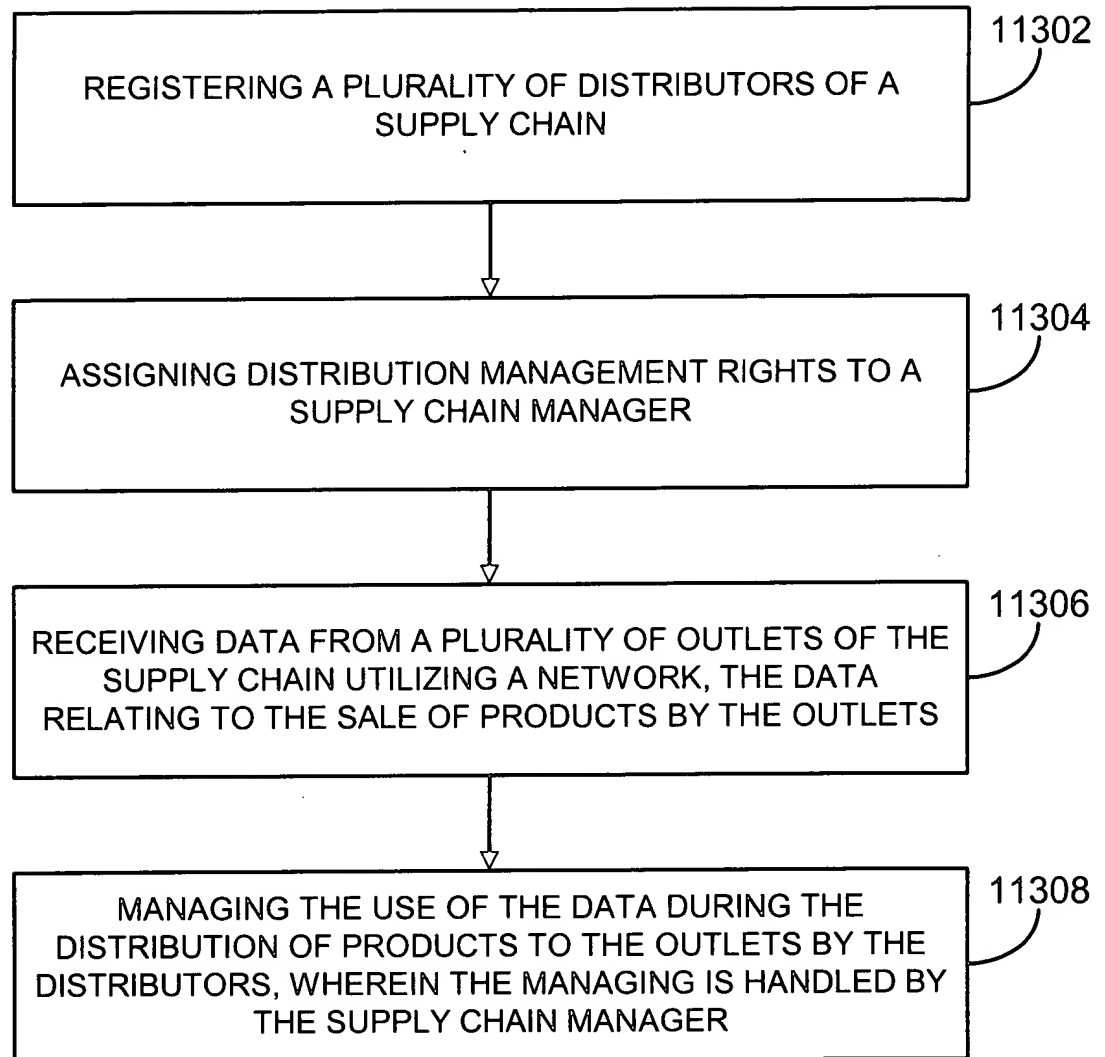


FIG. 113

11400

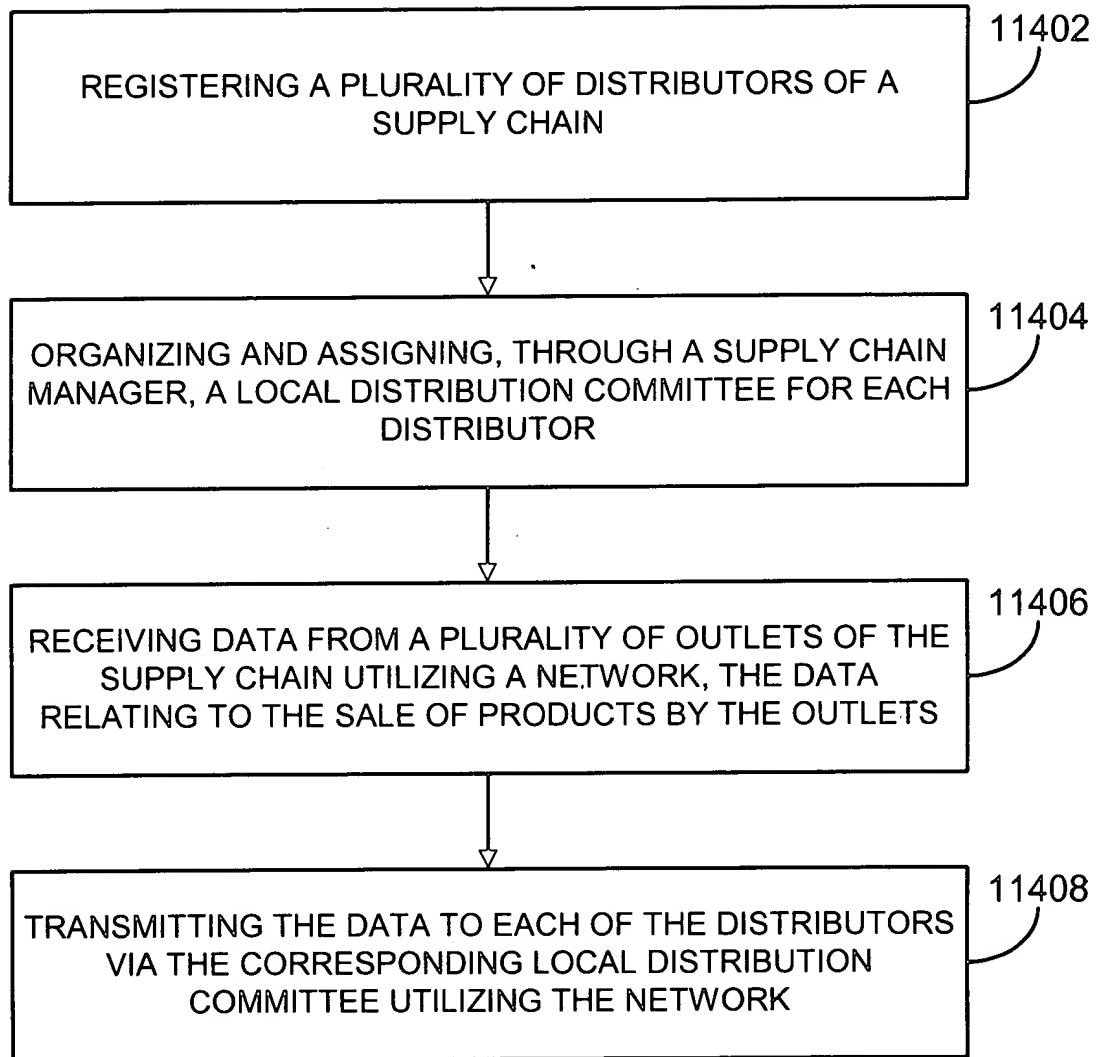


FIG. 114

11500

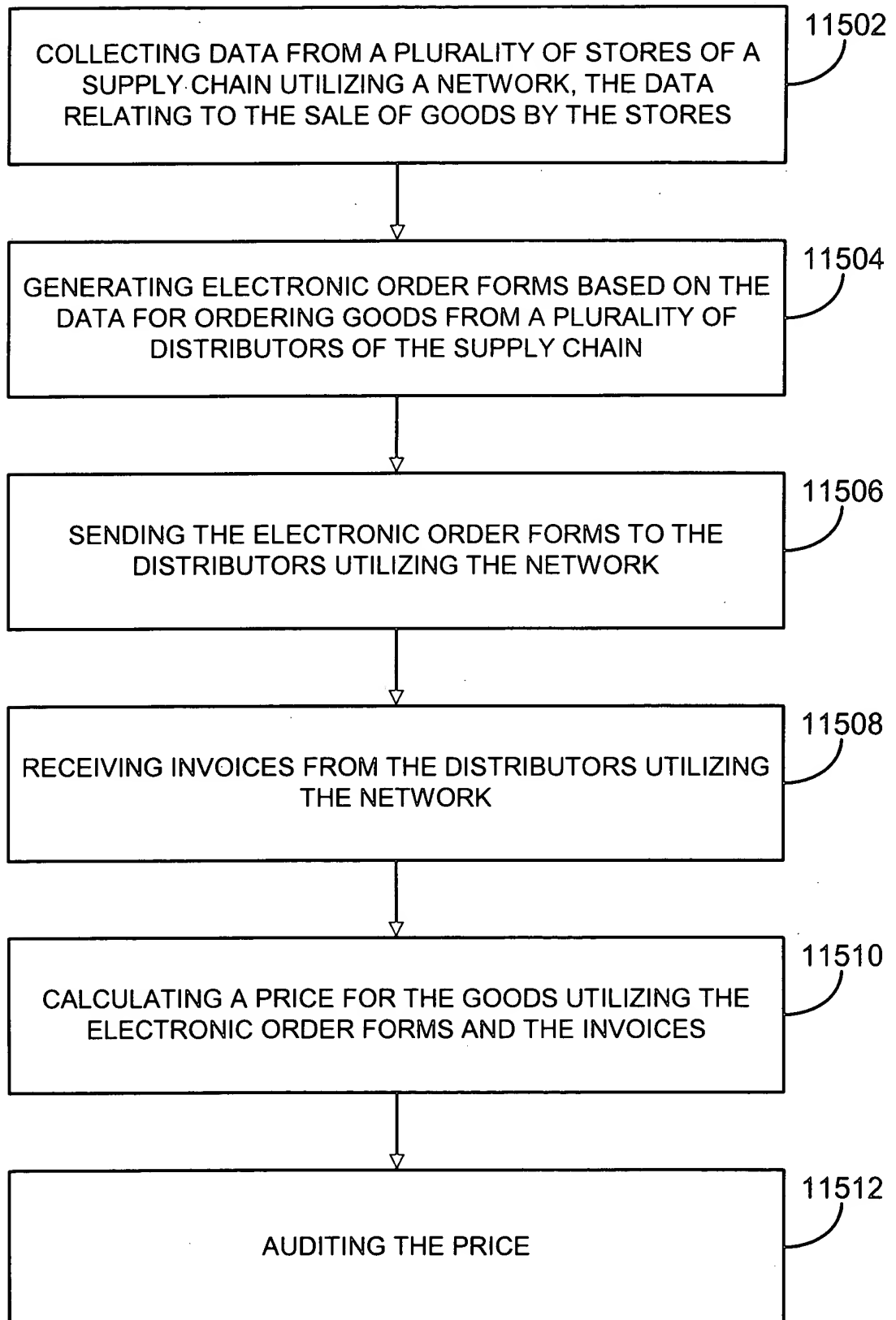


FIG. 115

11600

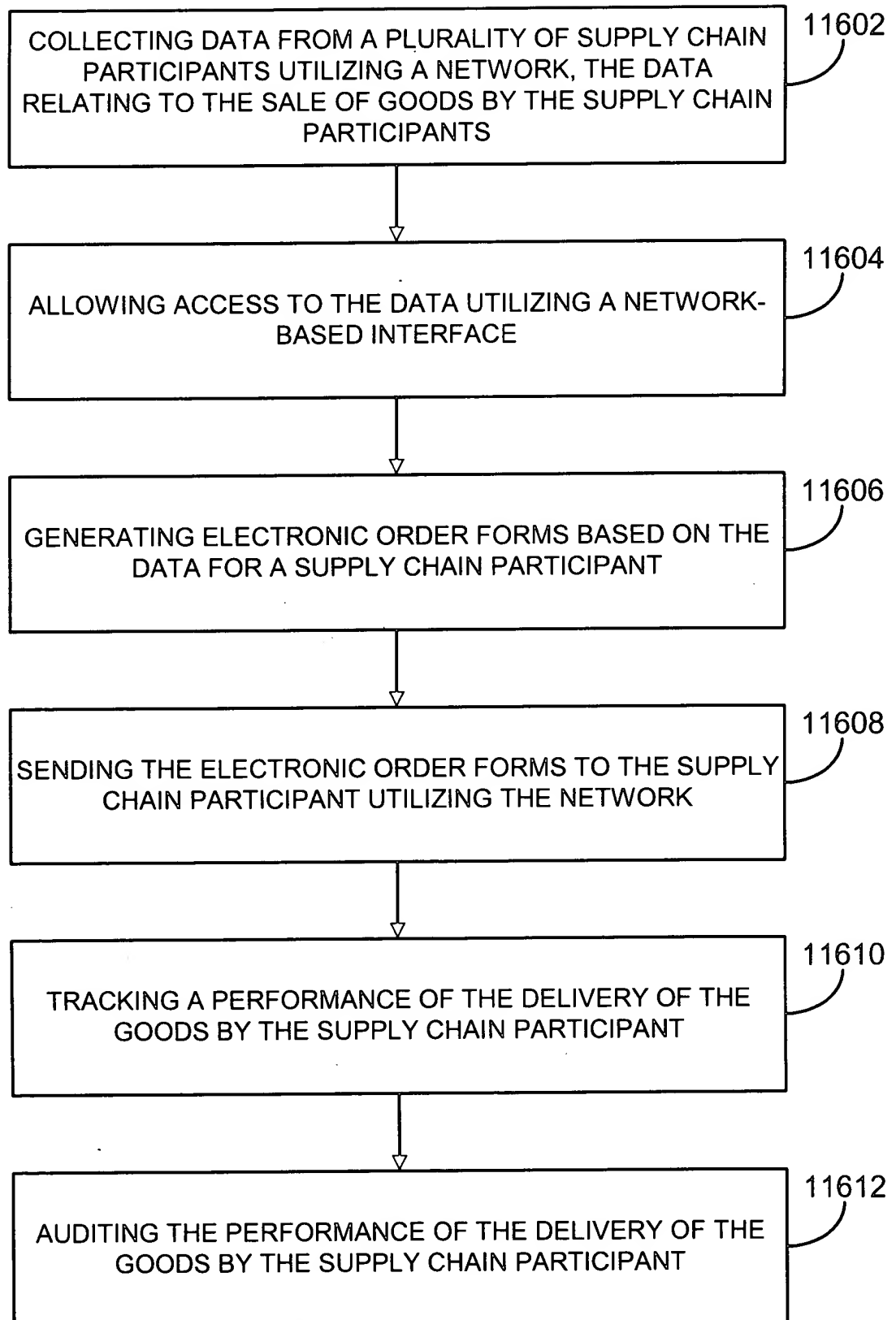


FIG. 116

11700

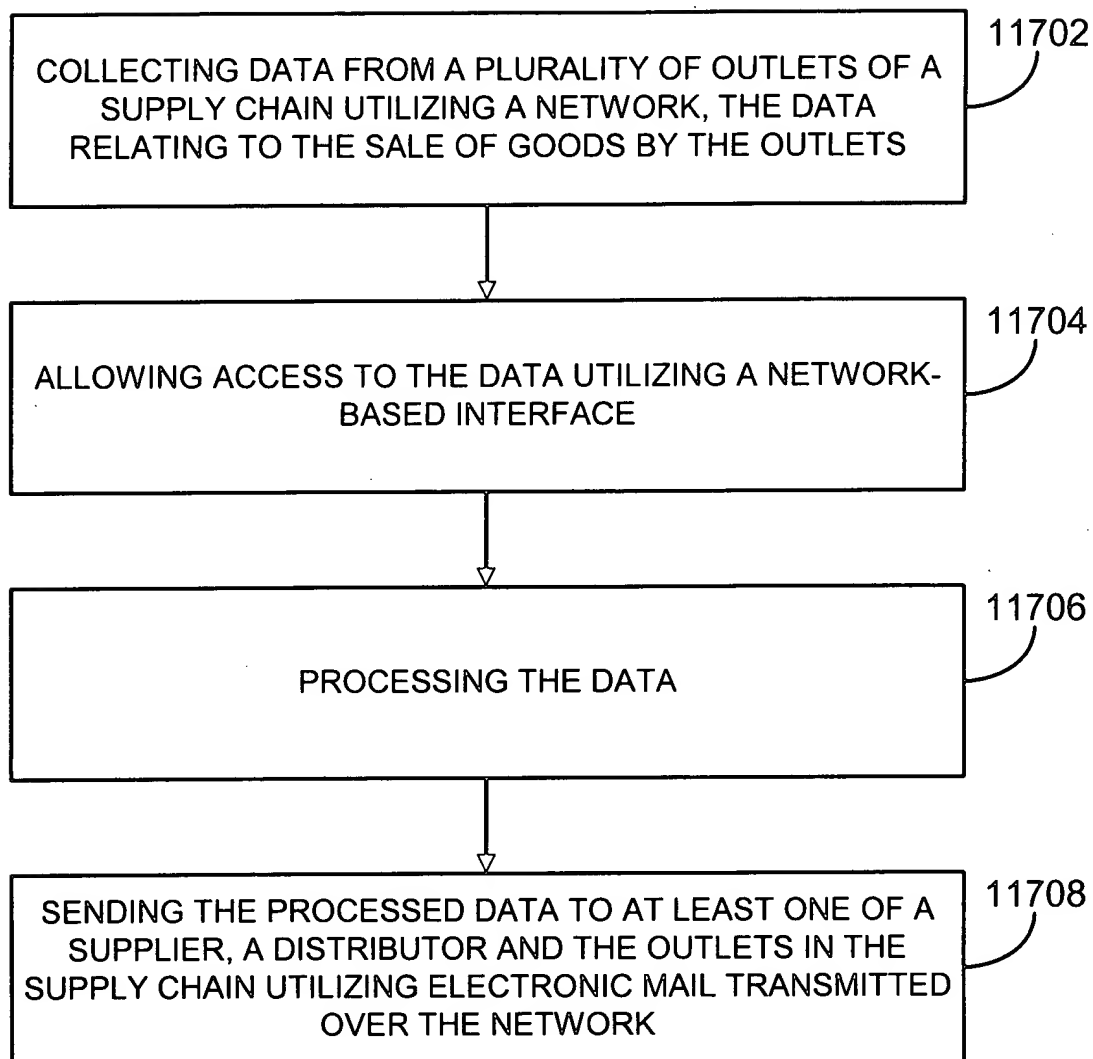


FIG. 117

11800

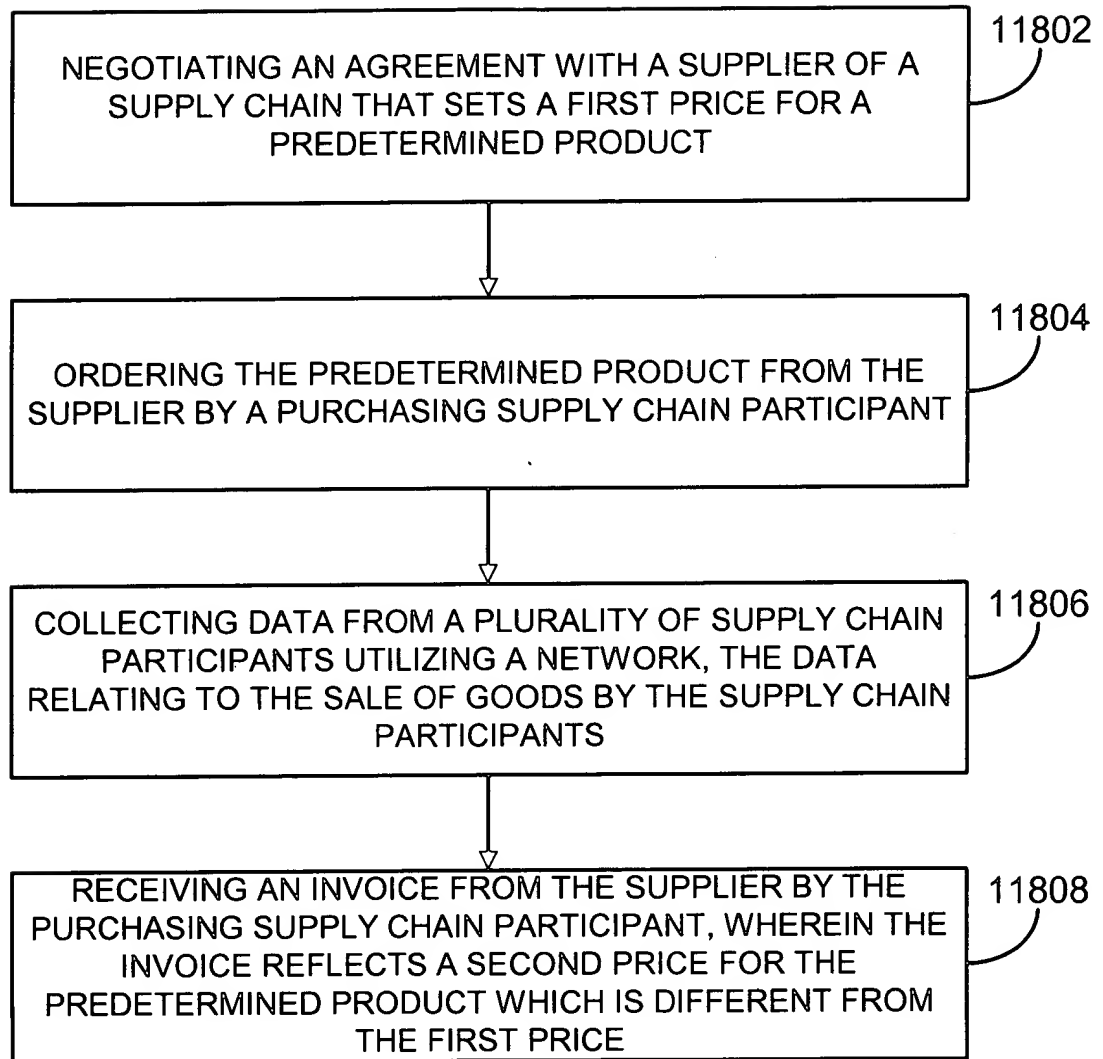


FIG. 118



11900

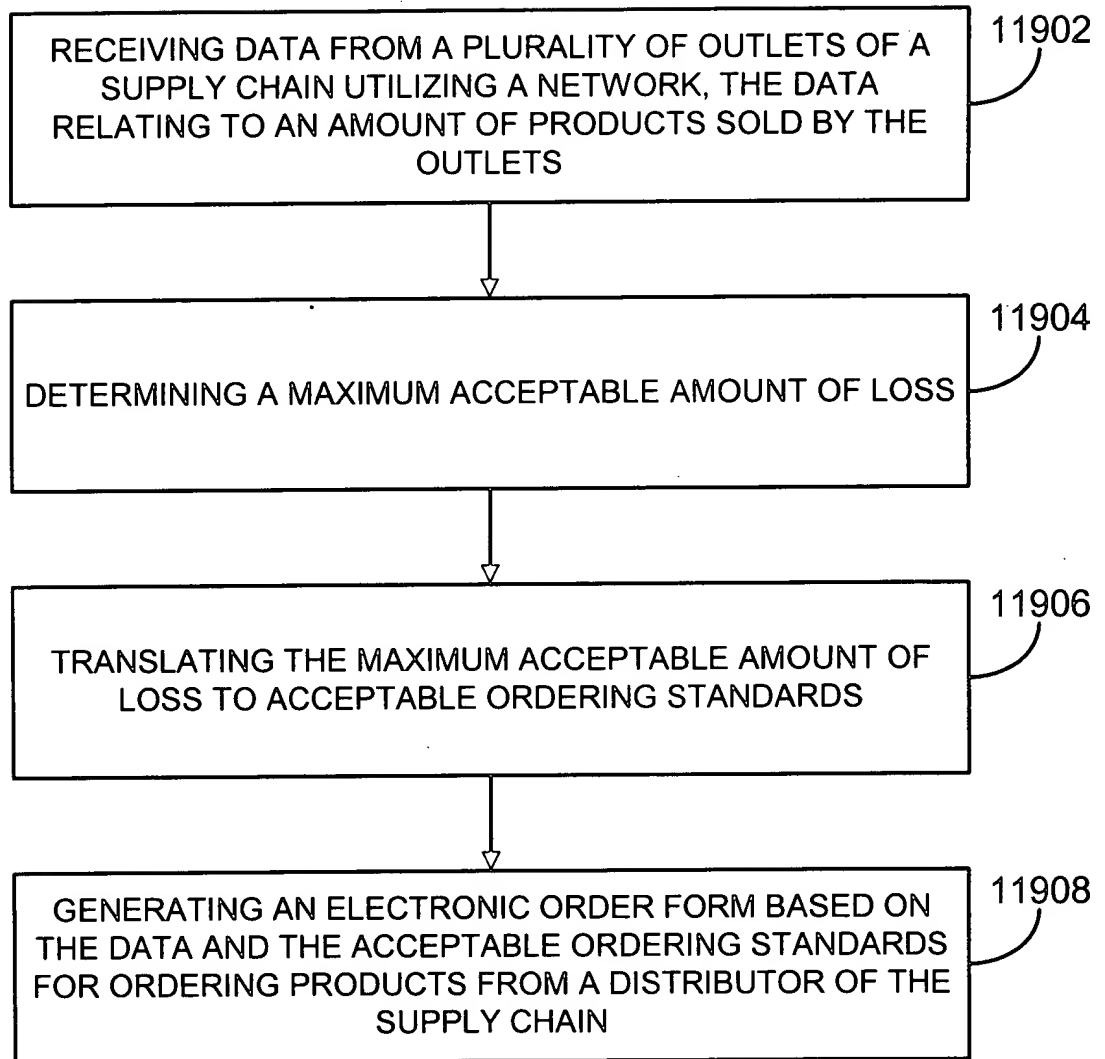


FIG. 119

12000

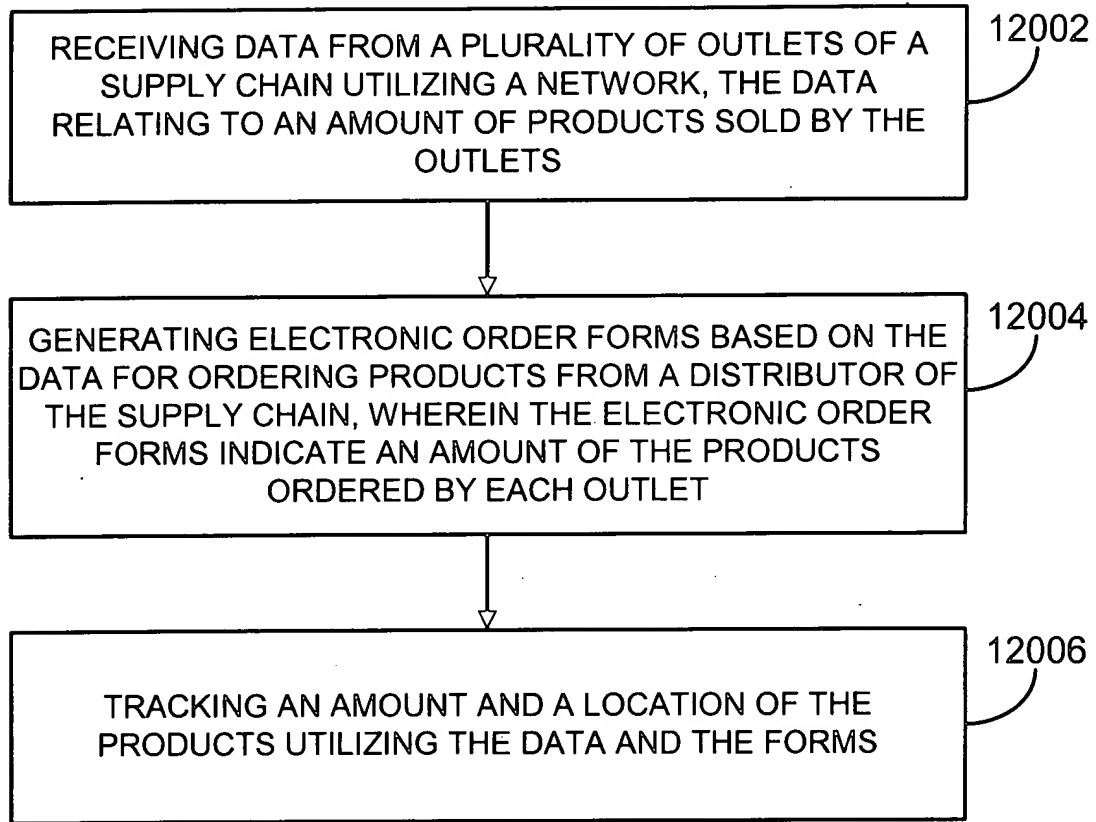


FIG. 120

12100

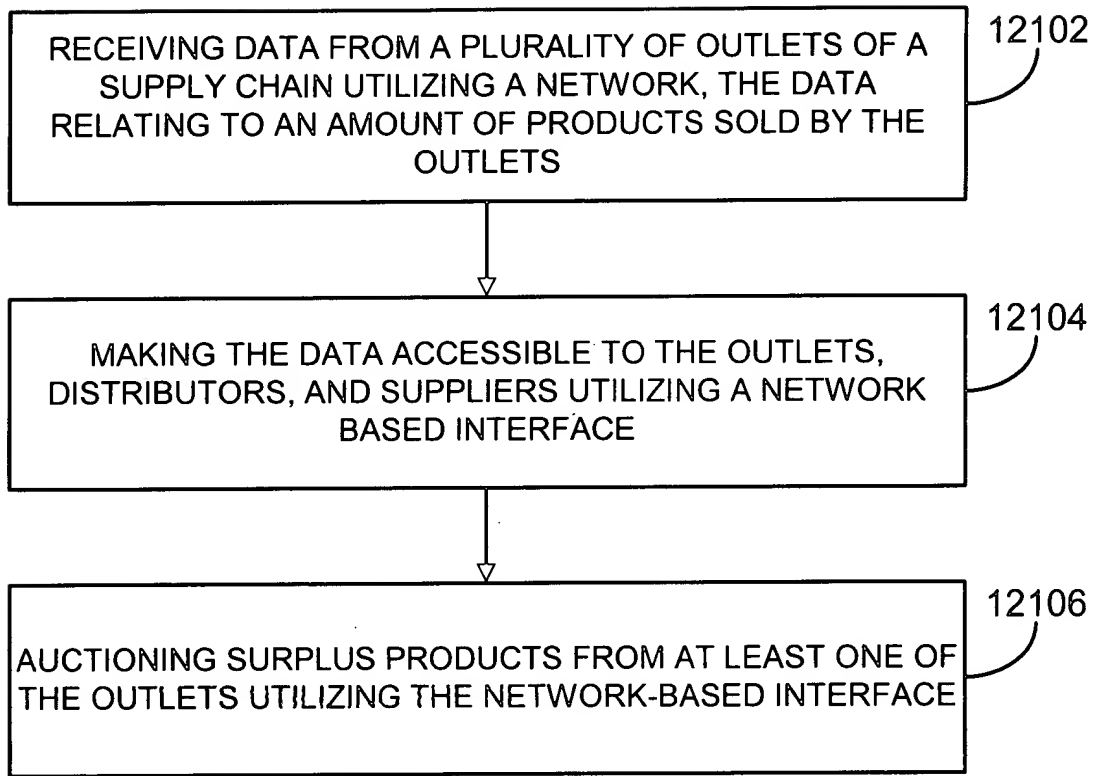


FIG. 121

12200

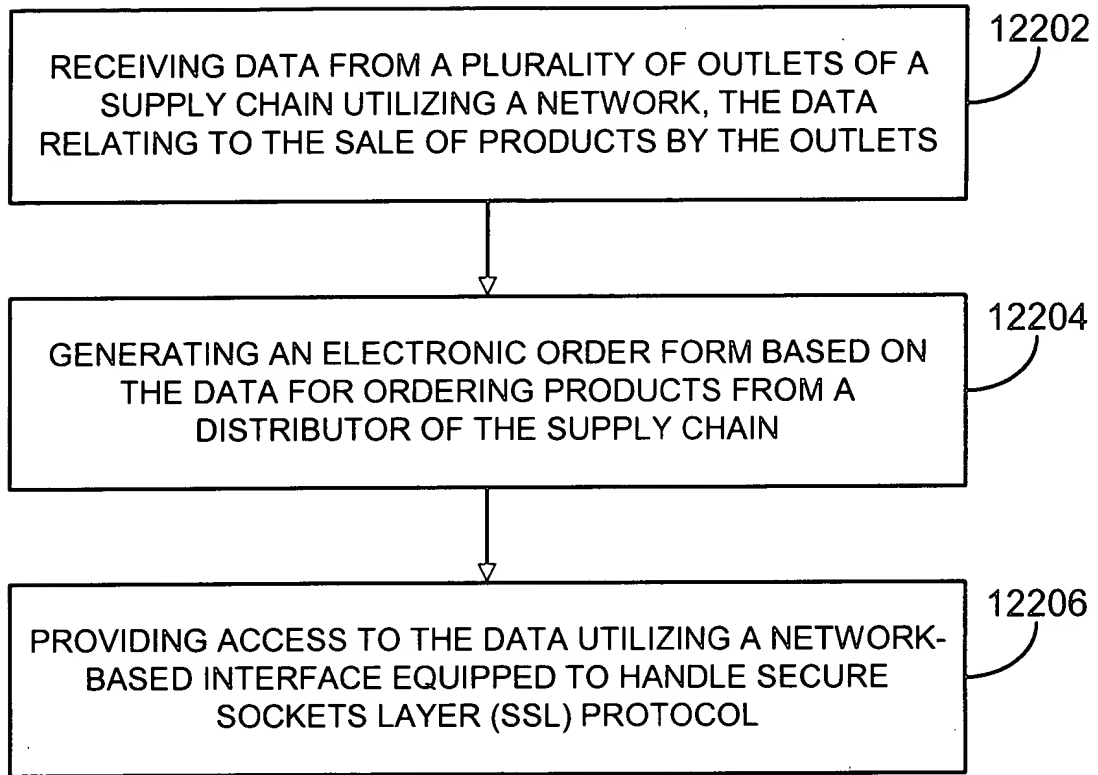


FIG. 122

12300

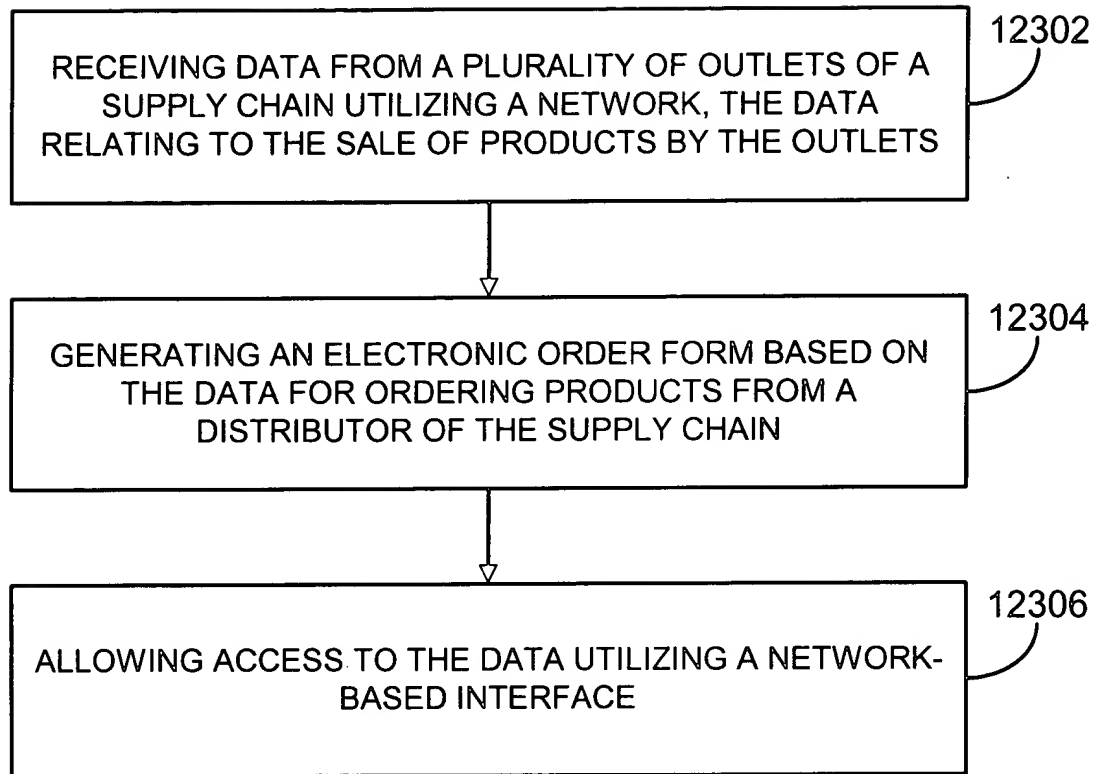


FIG. 123

12400

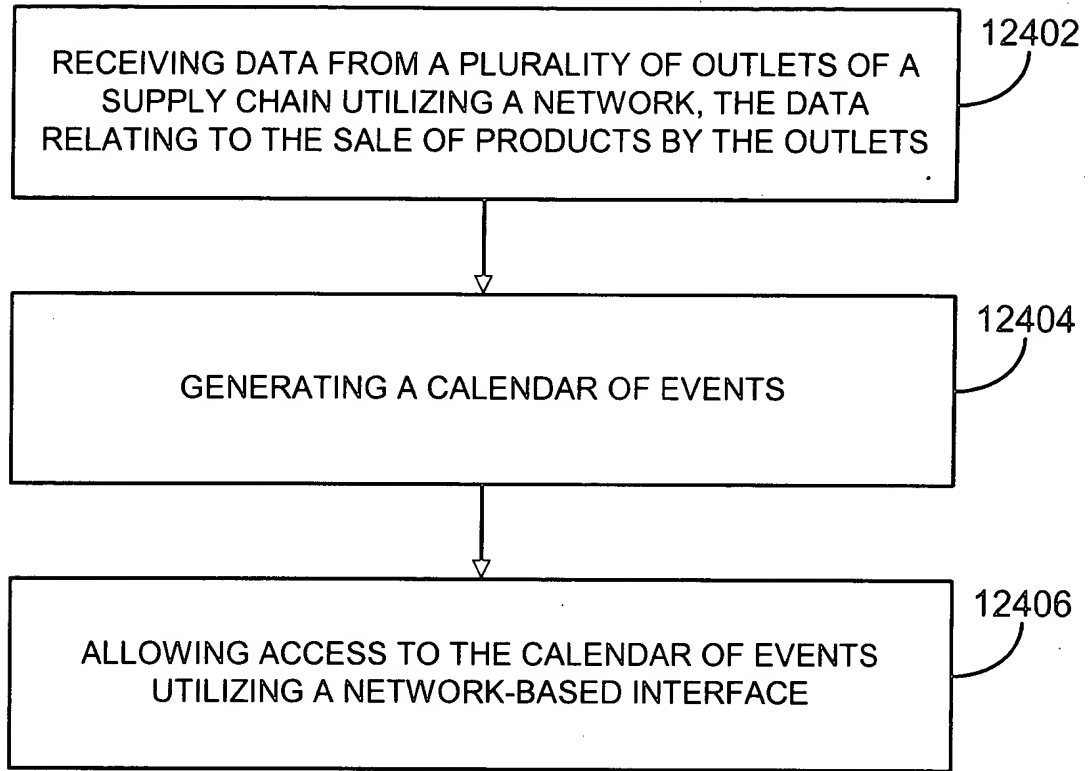


FIG. 124

12500

12502

A screenshot of a menu bar with the following items: Supply, Patronage, Sales/Inv, Utilities, and Window. The 'Supply' menu is open, showing a list of options: Supplier ..., Supplier Site ..., Distributor ..., and DC .... To the right of the menu list are three icons: a folder icon labeled 'Item', a document with a magnifying glass icon labeled 'Least Cost', and a document with a magnifying glass icon labeled 'Contract'. Below the menu list is a dark bar with the text 'Item' and 'Items ...'.

FIG. 125

12600

12602

A horizontal toolbar containing three buttons: 'Sort', 'Print', and 'New'. The 'New' button is highlighted with a cursor.

FIG. 126

12700

12702

A form with the following fields and labels: 'Item Desc:' followed by a text input field; 'Item Number:' followed by a text input field; 'Product Cat Code:' followed by a dropdown menu; 'Status Code:' followed by a dropdown menu showing 'Active'; and 'Item Rank:' followed by a dropdown menu.

FIG. 127

12800

12800



### Landed Cost by Distribution Center

| Item                      | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium              | 4.85    | 0.23    | 5.08   | TL      |
| Bag - Large               | 6.7     | 0.23    | 6.93   | TL      |
| Biscuits - Frozen         | 12.33   | 1.15    | 13.48  | TL      |
| Brush - Pot, Long Handle  | 40.2    | 2.02    | 42.22  | TL      |
| Brush - Pot, Short Handle | 24      | 1.39    | 25.39  | TL      |
| Carton - Breakfast        | 16.59   | 1.1     | 17.69  | RDC     |
| Carton - Large Fry        | 29.91   | 0.81    | 30.72  | RDC     |
| Carton - Medium Fry       | 18.92   | 0.73    | 19.65  | TLMIN   |

FIG. 128



12900



FIG. 129

13000

|                     |   |                         |          |
|---------------------|---|-------------------------|----------|
| Supplier Item Desc: |   | Item No:                |          |
| Current:            | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty:                |          |
| Items per Case:     | 5000  | High Qty:               |          |
| Innerpack Contents: | 5/1000  | Cases Per Pallet:       |          |
| Item Size:          |   | Stacking Allowed:       |          |
| Case Length:        |   | Universal Product Code: |          |
| Case Width:         |   | Cases Per Truckload:    | 1350     |
| Case Depth:         |   | Net Weight:             | 39.00    |
| Case Dimension U/M: | INCH(S)   | Gross Weight:           | 39.00    |
| Item Cube:          | 0.95 CUBIC FEET   | Weight U/M:             | POUND(S) |
| Item Shelf Life:    |   | BarCode:                |          |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

|                         |                               |   |
|-------------------------|-------------------------------|---|
| <b>Site Information</b> | <b>Site Id:</b> 17355         | <b>Site Role:</b> <i>FOB Shipping Point</i> |
| <b>Site Name:</b>       | TYSON FOODS - NEW HOLLAND, PA |   |

13102

FIG. 131

13200

|                         |                             |   |
|-------------------------|-----------------------------|---|
| <b>Site Information</b> | <b>Site Id:</b> 16          | <b>FOB Shipping Point</b>                     |
| <b>Name:</b>            | AMERISERVE-FARMINGDALE, NY  | <b>Railroad Name:</b> <input type="text"/>    |
| <b>Status:</b>          | Active <input type="text"/> | <b>Rail Sidings:</b> <input type="checkbox"/> |

FIG. 132

13300

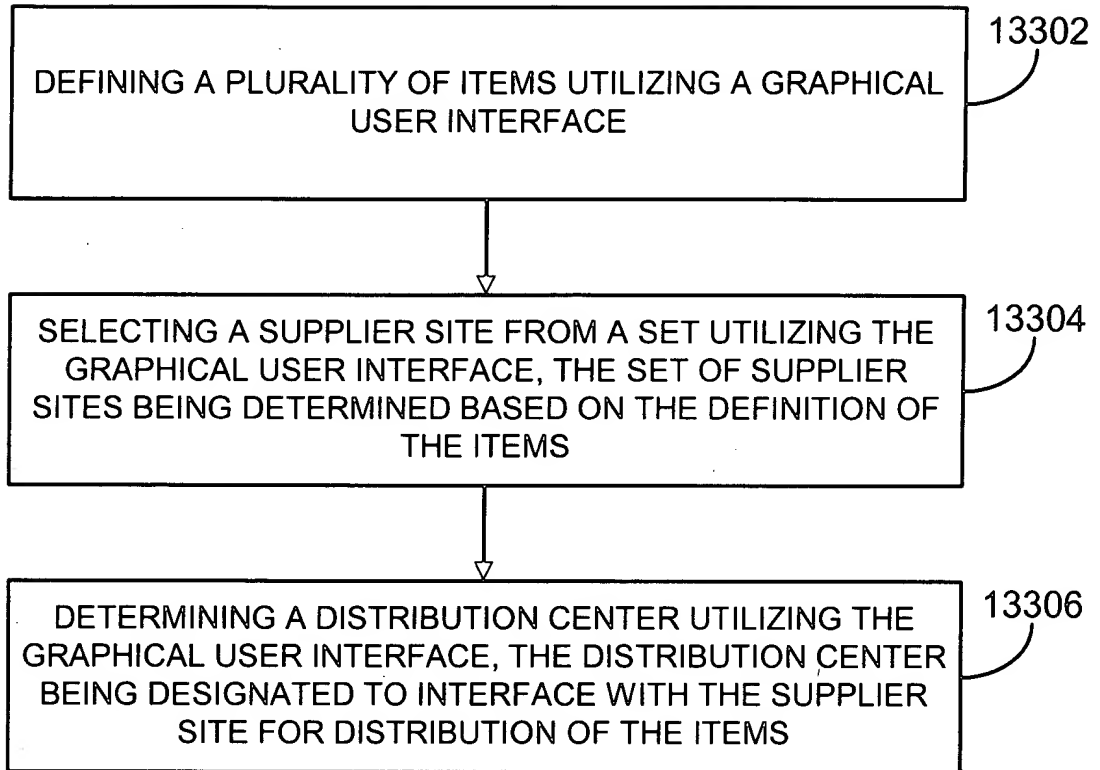


FIG. 133

13400

|                 |                                       |   |        |           |        |                           |                          |
|-----------------|---------------------------------------|---|--------|-----------|--------|---------------------------|--------------------------|
| Item:           | WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin:  | 7/1/96 | End:      | 9/1/96 | Final:                    | <input type="checkbox"/> |
| Override Rules: |                                       | <input type="radio"/> Yes <input checked="" type="radio"/> No |        | Apply By: |        | Cell <input type="text"/> |                          |

FIG. 134

13500

| DC                          | Supplier FOB Point             |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO       | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL  |
| AMERISERVE-FARMINGDALE, NY  | TYSON FOODS - NEW HOLLAND, PA  |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed  |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400  | 35.2300 |
| 34.3200 | 34.3900 | 0.2900  | 34.6800 |

FIG. 136

13700

| Contr | LB      | Trk | Routing |
|-------|---------|-----|---------|
| 96    | 83,600  | 2.0 | TL      |
| 96    | 215,040 | 5.1 | TL      |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM          | Slip   | D liv. |
|----------|-------------|--------|--------|
| 1        | TRUCKLOAD(S | Pallet |        |
| 1        | TRUCKLOAD(S | Pallet |        |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck   | 83,600     |
| Truck   | 215,040    |

FIG. 140

14200



FIG. 142

14100

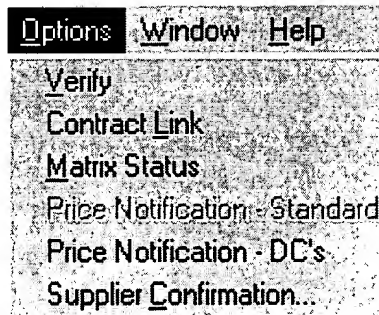


FIG. 141

14300

|                            |   |                                   |    |
|----------------------------|---|-----------------------------------|----|
| <u>C</u> ost               | ▶ | E <u>d</u> it / View ...          | F3 |
| Commodities                | ▶ | New (using previous matrix) ...   | F4 |
|                            |   | New (build matrix) ...            | F5 |
| <u>V</u> endor Rating      | ▶ |                                   |    |
| Contact <u>M</u> anagement | ▶ | Multi Item Price Notification ... |    |

FIG. 143

14400

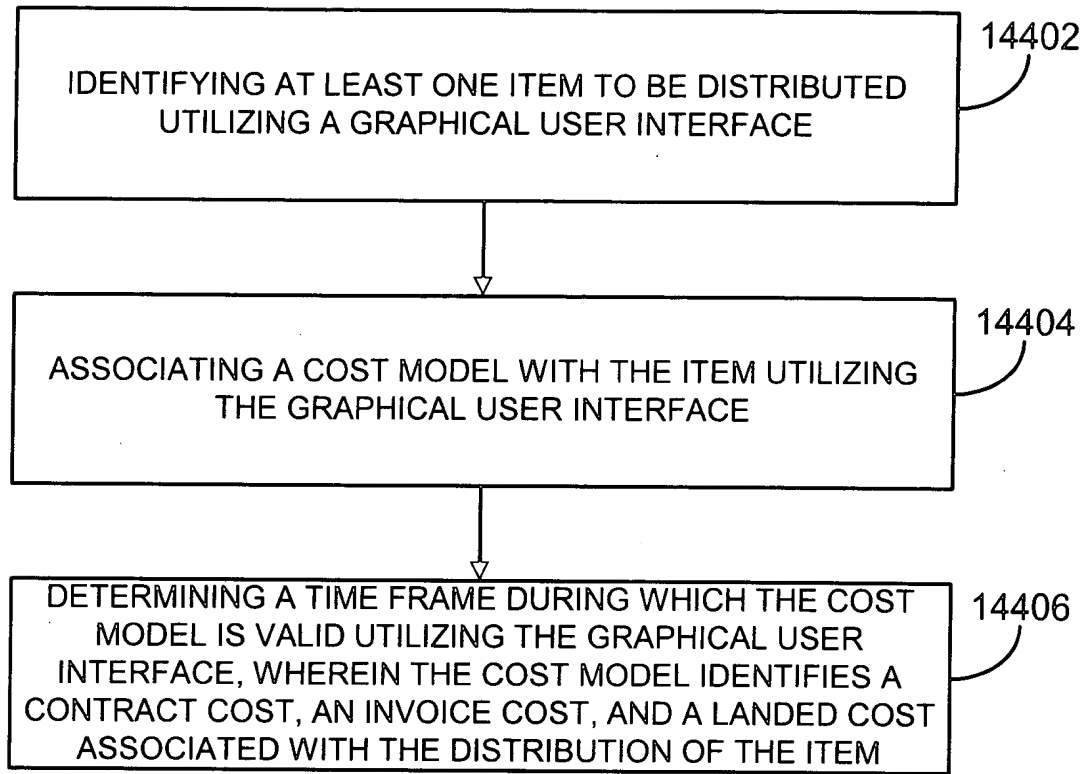


FIG. 144

14500



FIG. 145

14600

|                     |                   |                                   |
|---------------------|-------------------|-----------------------------------|
| Contract ID:        | 673 - TYSON FOODS |                                   |
| Initial Buyer Name: | Jamie Hersh       | Current Buyer Name: Chris Stanton |

FIG. 146

14700

|                      |               |
|----------------------|---------------|
| Contract Start Date: | 05/15/98      |
| Contract End Date:   | 12/31/02      |
| Execution Date:      | 5/15/98       |
| Effective:           | Shipment Date |
| Payment Terms:       | Net 10        |

FIG. 147

14800



FIG. 148

14900

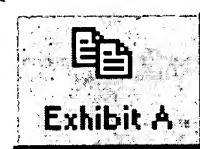


FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item Description         | Cost Matrix End Date         | Contract End Date                        | No End Date                   |
|--------------------------|------------------------------|--|-------------------------------|
| BEEF - 77%               | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ      | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ. | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

Options Window Help

- New Items...
- Delete Item...
- Exhibit A
- Exhibits B
- Exhibits C
- Replacement Exhibit B

FIG. 152

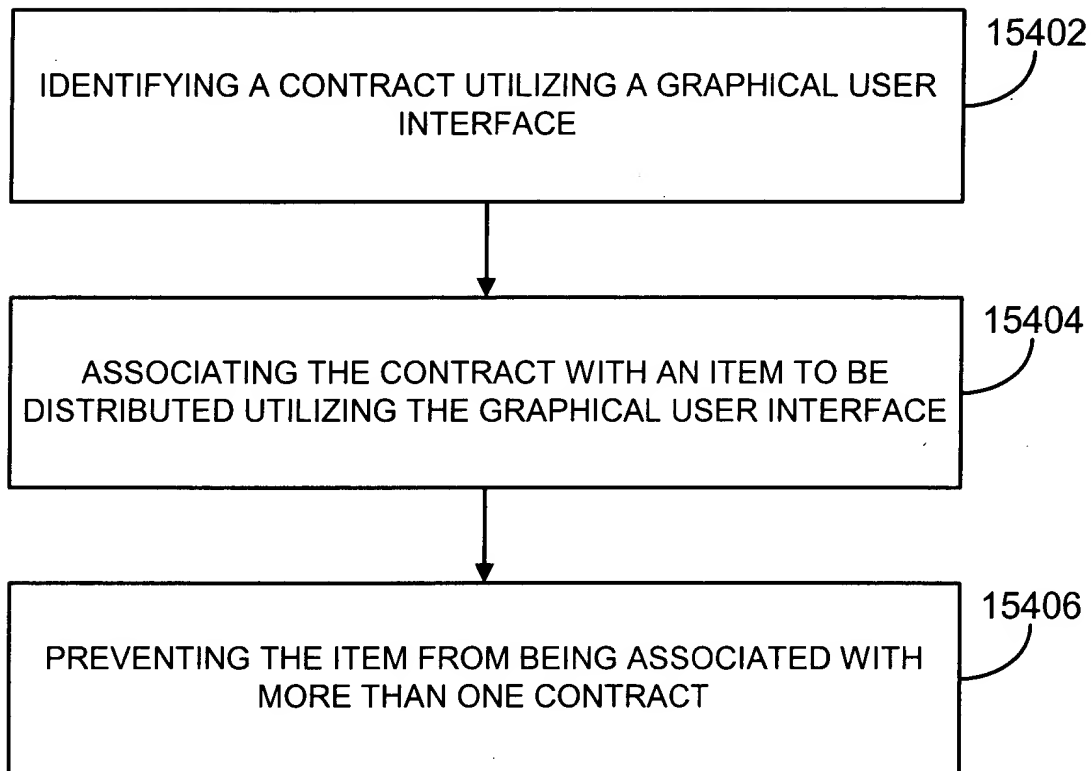
15300

Exhibit C

FIG. 153



15400



**FIG. 154**

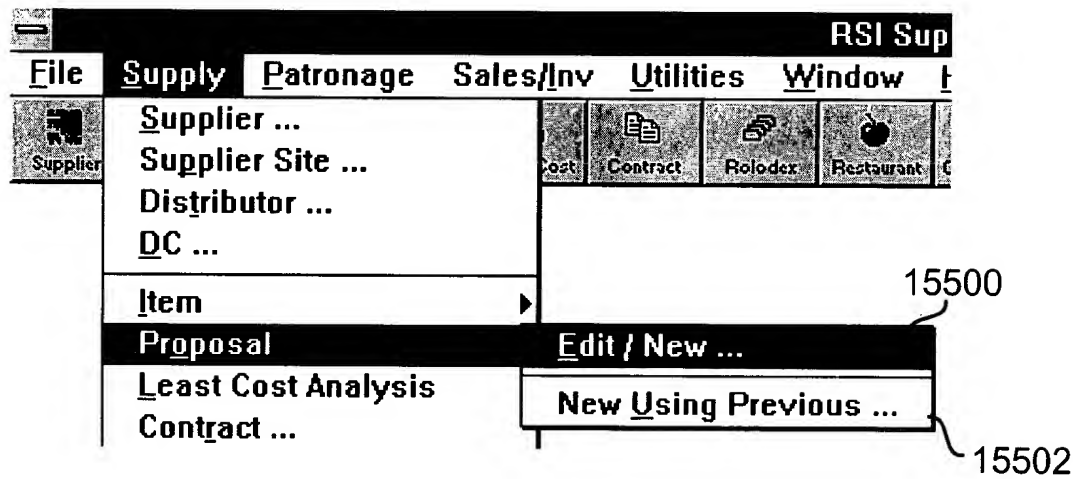


FIG. 155

15600

**Proposal - Foam Hot Cups & Polystyrene Lids**

**Main Info** | Items | Suppliers | DCs | FDB Price | DC/Rest. | Usage | Templates | View Bid

**Proposal Information**

**Proposal ID:** 1021 **Proposal Due Date:** 06/12/97

**Proposal Name:** Foam Hot Cups & Polystyrene Lids **Contract Begin Date:** 07/01/97

**Buyer Name:** Dennis Clabby **Contract End Date:** 06/30/98

**Actions**

| # | Date:    | Action Description:  |
|---|----------|--|
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. |

FIG. 156

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FDB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

| Item Description |
|------------------|
| CUP-HOT          |
|                  |
|                  |
|                  |
|                  |
|                  |
|                  |

2 Rows Selected

| Item Description       |
|------------------------|
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY)     |

> >> << <

FIG. 158

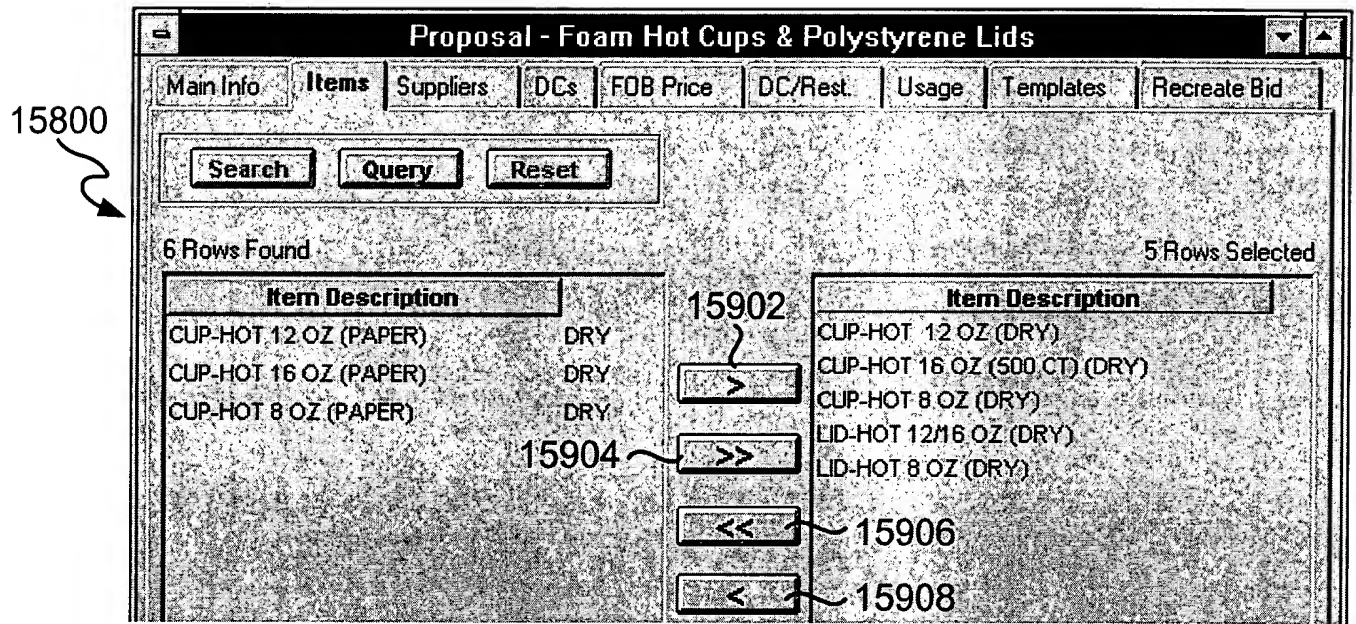


FIG. 159

16000

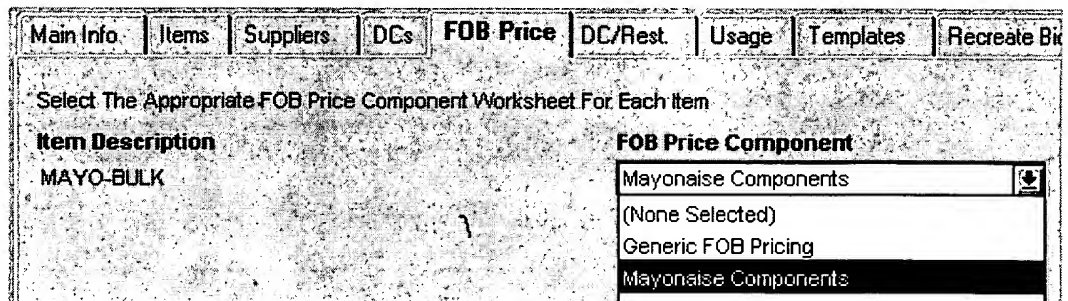


FIG. 160

16100

| Item               | Growth % | Gross Wgt. | Item Cube | Contract Period      |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00%    | 32         | 1.26      | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY      | 7.00%    | 37.00      | 1.09      |                      |
| CHICKEN-TENDERS    | 0.00%    | 25.00      | 1.06      |                      |

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|
| POST-ALBUQUERQ      | 576                 | 30                    | 99.34%       | 6.03      | 5.00%          | 755                  |
| POST-DENVER         | 833                 | 39                    | 99.05%       | 6.68      | 5.00%          | 1,083                |
| POST-SALT LAKE      | 116                 | 2                     | 80.00%       | 5.46      | 5.00%          | 37                   |

FIG. 161

16200

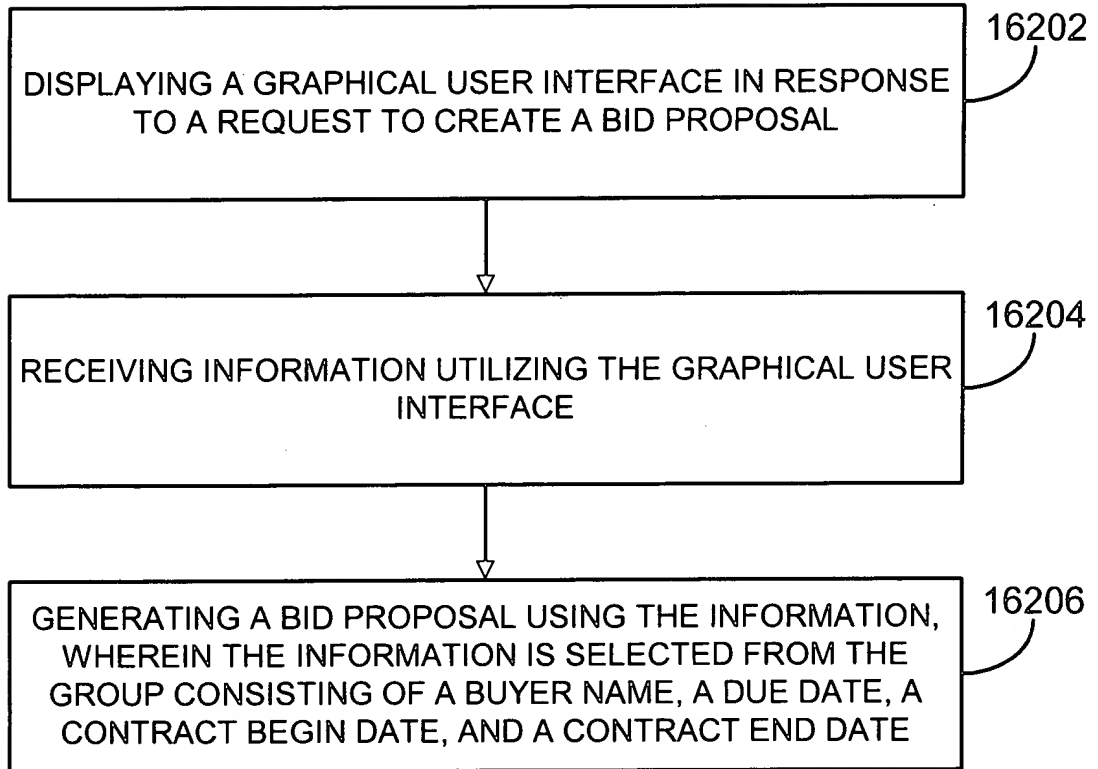


FIG. 162

16300



FIG. 163

16400

|                                     | <i>Supply</i> | <i>MS</i>   | <i>Editable</i> |
|-------------------------------------|---------------|-------------|-----------------|
|                                     |               | <i>Word</i> | <i>Y/N</i>      |
| <b>Bid Proposal Cover Letter</b>    |               | ?           | Y               |
| <b>General Terms and Conditions</b> |               | ?           | N               |
| <b>Usage Estimates</b>              | ?             |             | N               |
| <b>Supplier Facility Worksheets</b> | ?             |             | N               |
| <b>Item Information Worksheets</b>  | ?             |             | N               |
| <b>Sample Supply Agreement</b>      |               | ?           | N               |
| <b>BK Specification Request</b>     |               | ?           | N               |
| <b>FOB Price Component</b>          |               | ?           | Y               |
| <b>Truckload Freight Worksheet</b>  | ?             |             | N               |
| <b>LTL Freight Worksheet</b>        | ?             |             | N               |

FIG. 164



16500

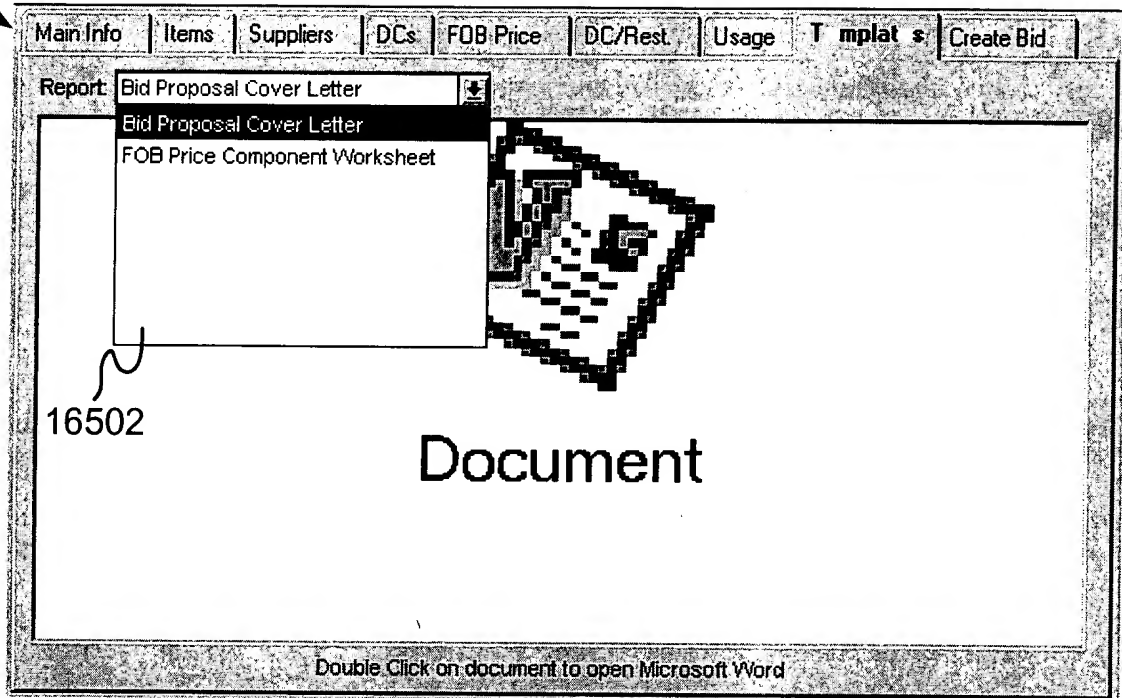


FIG. 165

16600

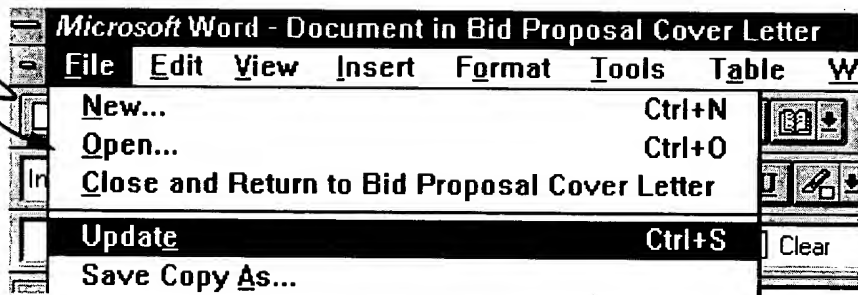


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | **Creat Bid**

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General                     |                                     |
|-----------------------------|-------------------------------------|
| Bid Proposal Cover Letter   | <input checked="" type="checkbox"/> |
| General Terms & Conditions  | <input checked="" type="checkbox"/> |
| Usage Estimates             | <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet | <input checked="" type="checkbox"/> |
| Item Information Worksheet  | <input checked="" type="checkbox"/> |
| Sample Supply Agreement     | <input checked="" type="checkbox"/> |
| BK Specification Request    | <input checked="" type="checkbox"/> |

\* LTL Freight Worksheet will be printed by system if necessary

| Cost                          |                                     |
|-------------------------------|-------------------------------------|
| FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| Truckload Freight Worksheet   | <input checked="" type="checkbox"/> |
| LTL Freight Worksheet         | <input checked="" type="checkbox"/> |

| Blank Sheets                  |                                     |
|-------------------------------|-------------------------------------|
| Supplier Facility Worksheet   | <input checked="" type="checkbox"/> |
| Item Information Worksheet    | <input checked="" type="checkbox"/> |
| FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| Truckload Freight Worksheet   | <input checked="" type="checkbox"/> |
| LTL Freight Worksheet         | <input checked="" type="checkbox"/> |

FIG. 167

16800

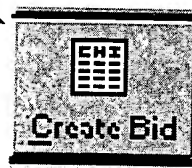


FIG. 168

16900

Report: 7/2/97

|                               |   |
|-------------------------------|---|
| Item Information Worksheet    | ↓ |
| Bid Proposal Cover Letter     | ↑ |
| FOB Price Component Worksheet |   |
| General Terms & Conditions    |   |
| Item Information Worksheet    |   |
| LTL Freight Worksheet         |   |
| Sample Supply Agreement       |   |
| Supplier Facility Worksheet   | ↓ |

Supplier: (all)

**Restaurant Services, Inc.**

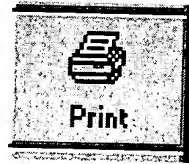
**Item Information Worksheet**

ATTY

DS

FIG. 169

17000



**FIG. 170**

17100



**FIG. 171**

17200

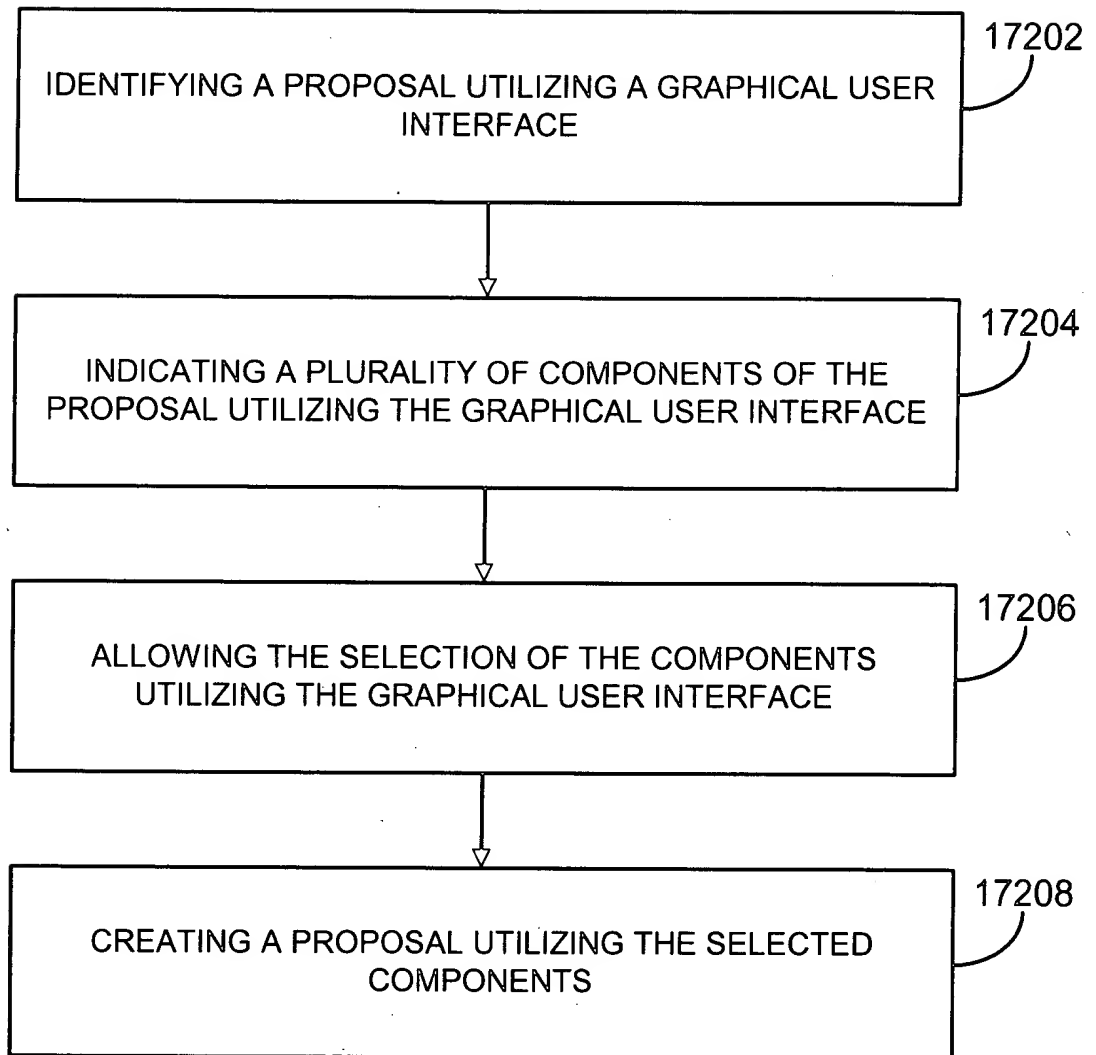


FIG. 172

17300



FIG. 173

17400

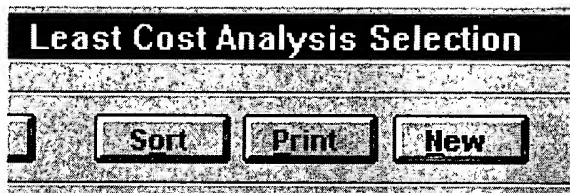


FIG. 174

17500

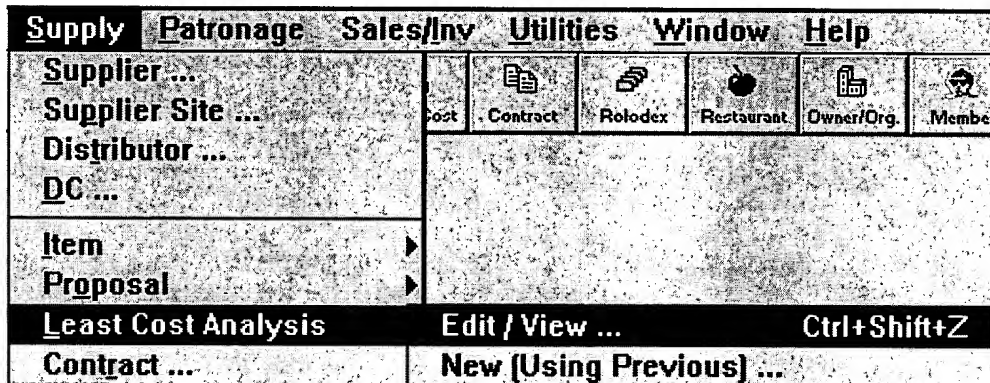



FIG. 175

FIG. 173

|                    |   |   |
|--------------------|---|---|
| Bid Proposal Name: | (None)  |  |
|                    | Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98) |   |
|                    | Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)  |   |

17600

FIG. 176

17700

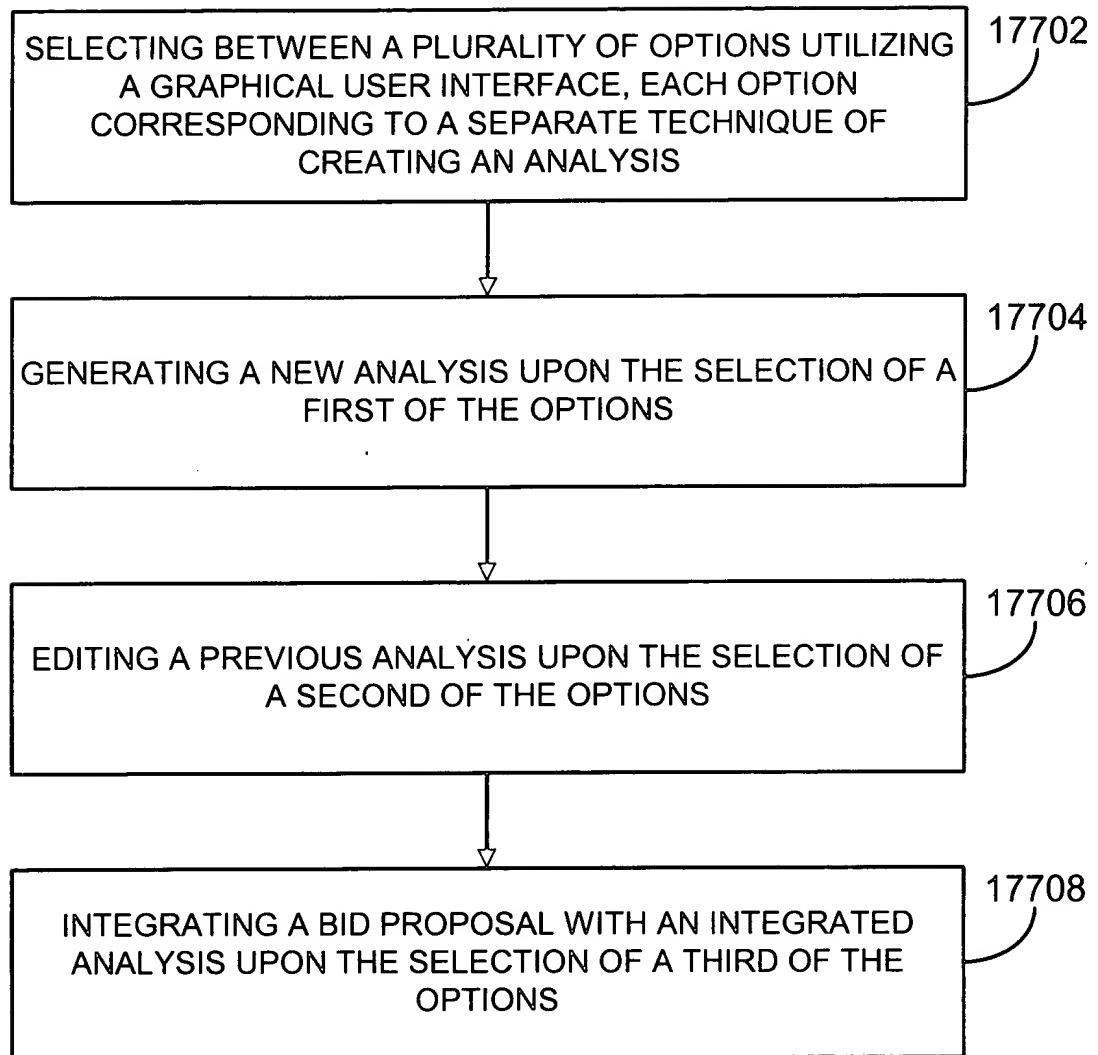


FIG. 177

17800

|                      |                   |      |         |
|----------------------|-------------------|------|---------|
| Analysis Name:       | Hash Brown Actual |      |         |
| Analysis ID:         | 1036              |      |         |
| Buyer:               | Dennis Clabby     |      |         |
| Period of Agreement: | 10/1/97           | THRU | 9/30/98 |
| Unit Of Measure:     | CASE(S)           |      |         |

FIG. 178

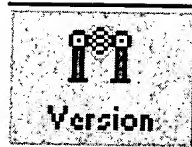
17900

|  |               |                                |
|--|---------------|--------------------------------|
| Version (1) of (9)                                       |               | Base version                   |
| What is the max # of FOB points to allocate to each DC ? | One FOB       |                                |
| What is pricing method for this version ?                | FOB + Freight |                                |
| What is the RSI Invoice FOB Upcharge (Downcharge) ?      | 0.0000        |                                |
| Override RDC Truckload Validation ?                      | No            |                                |
| Solution Strategy:                                       | Standard      | Last Revision: 9/15/97 1:04 PM |

FIG. 179

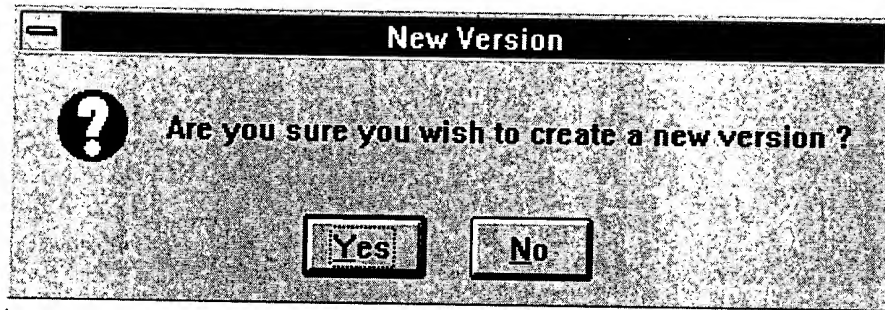


18000



**FIG. 180**

18100



**FIG. 181**

18200

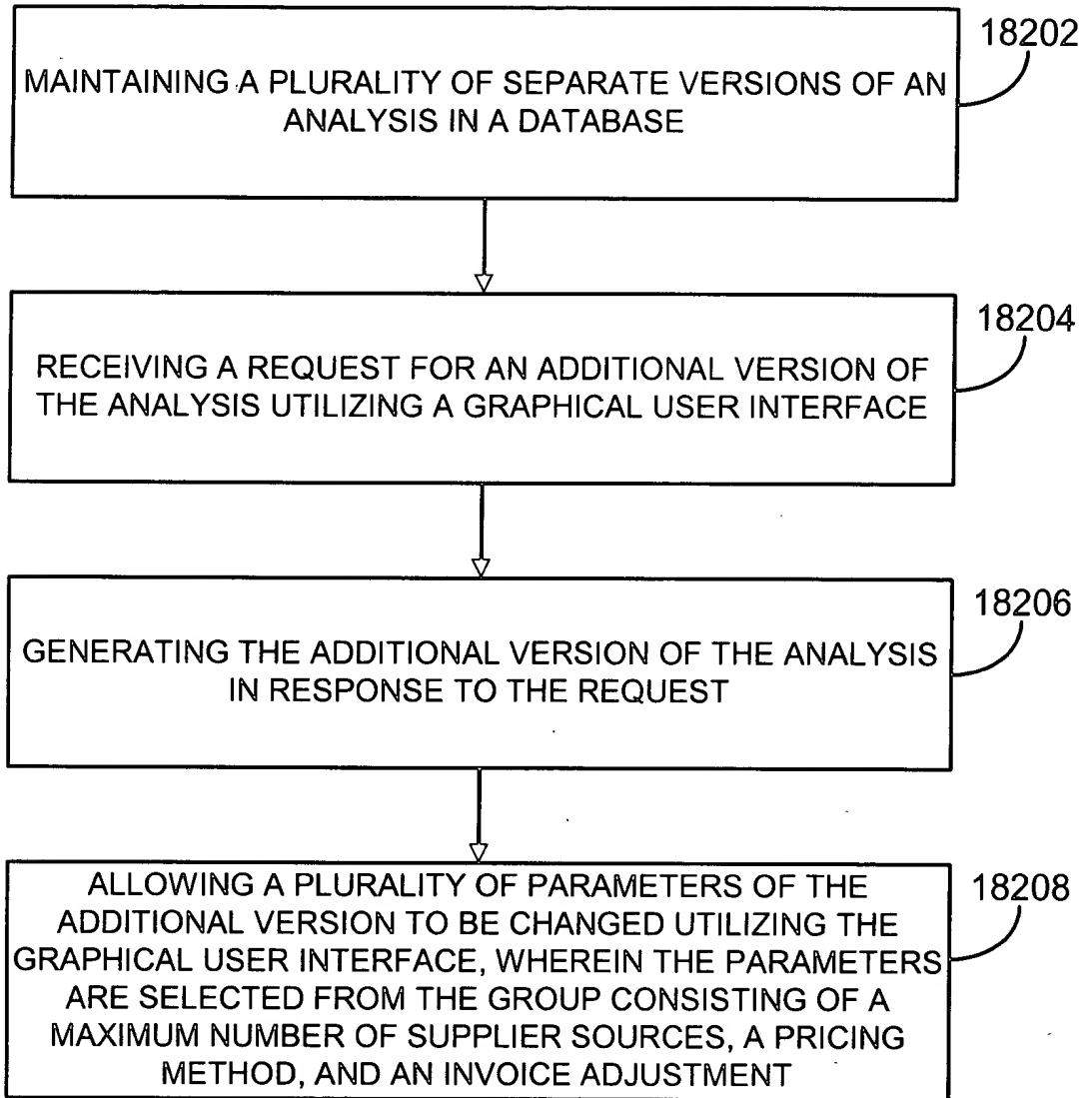


FIG. 182

18300

Search Query Reset

Query Values: 7 Rows Selected

| Supplier FOB |
|--------------|
| DOP          |
|              |
|              |
|              |
|              |

>

>>

| Supplier FOB                      |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA               |
| DOPACO-KINSTON, NC                |
| DOPACO-ST. CHARLES, IL            |
| DOPACO-STOCKTON, CA               |
| IMPERIAL BONDWARE-SHELBYVILLE, IL |

18302

FIG. 183

18400



| Item<br>Description | Conv.<br>Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36              |

18402

FIG. 184

18500

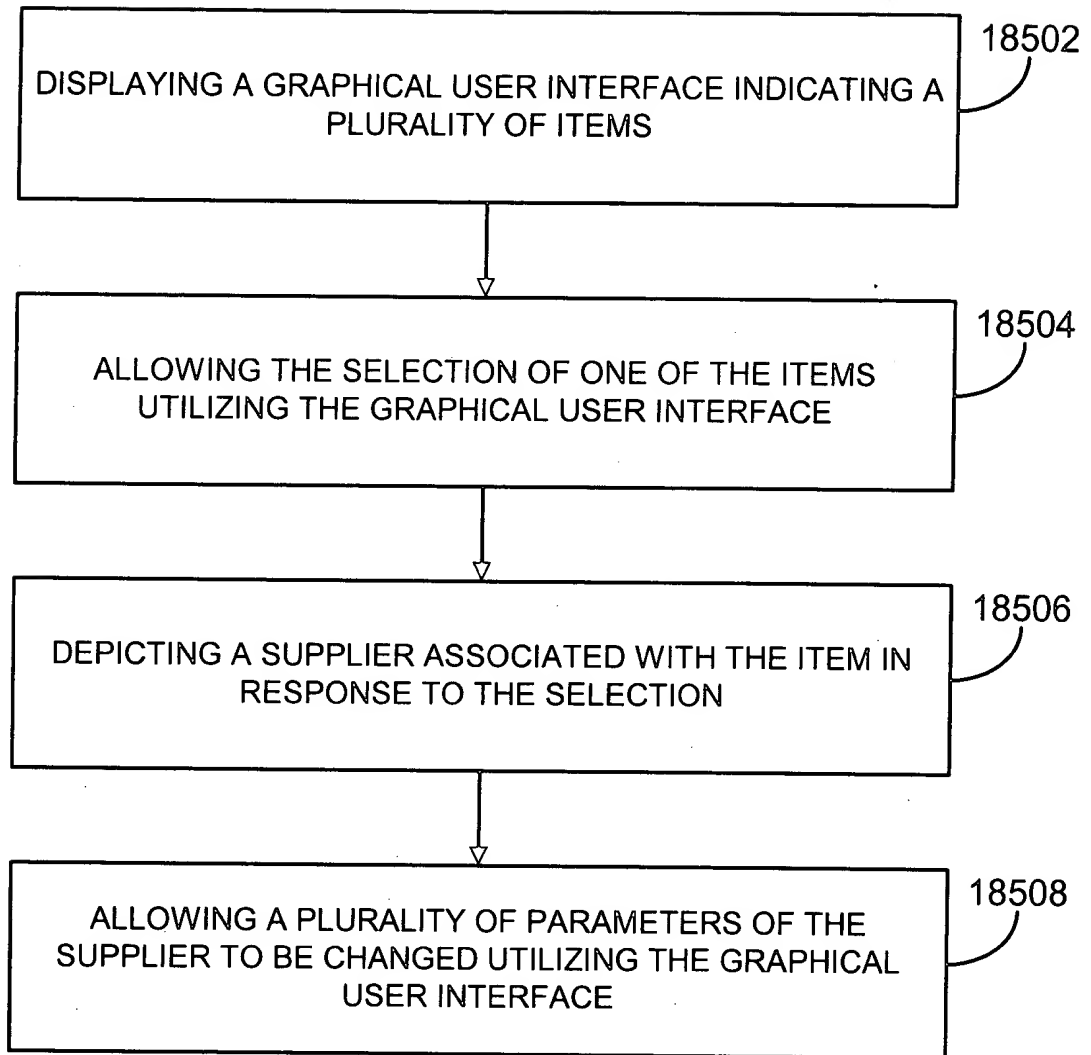


FIG. 185

18600

| Item Description | Supplier FOB           |
|------------------|------------------------|
| CUP-COLD 16 OZ   | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 22 OZ   | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 32 OZ   | DOPACO-DOWNINGTOWN, PA |

|                     |                |                      |   |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No:             | CP2942  |
| Items per Case:     |                | Tie Qty:             | 5   |
| Innerpack Contents: | 1200           | High Qty:            | 5   |
| Item Size:          |                | Cases Per Pallet:    | 25  |
| Item Shelf Life:    |                | Stacking Allowed:    | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length:        | 22.125         | Mandatory            |   |
| Case Width:         | 15.125         | Case Cube:           | 3.43 CUBIC FEET   |
| Case Depth:         | 17.75          | Cases Per Truckload: | 769   |
| Case U/M            | INCH(S)        | Gross Weight:        | 29.28 POUND(S)  |
|                     |                | Net Weight:          | 27.28 POUND(S)  |

FIG. 186

18700

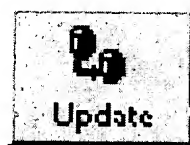


FIG. 187

18800

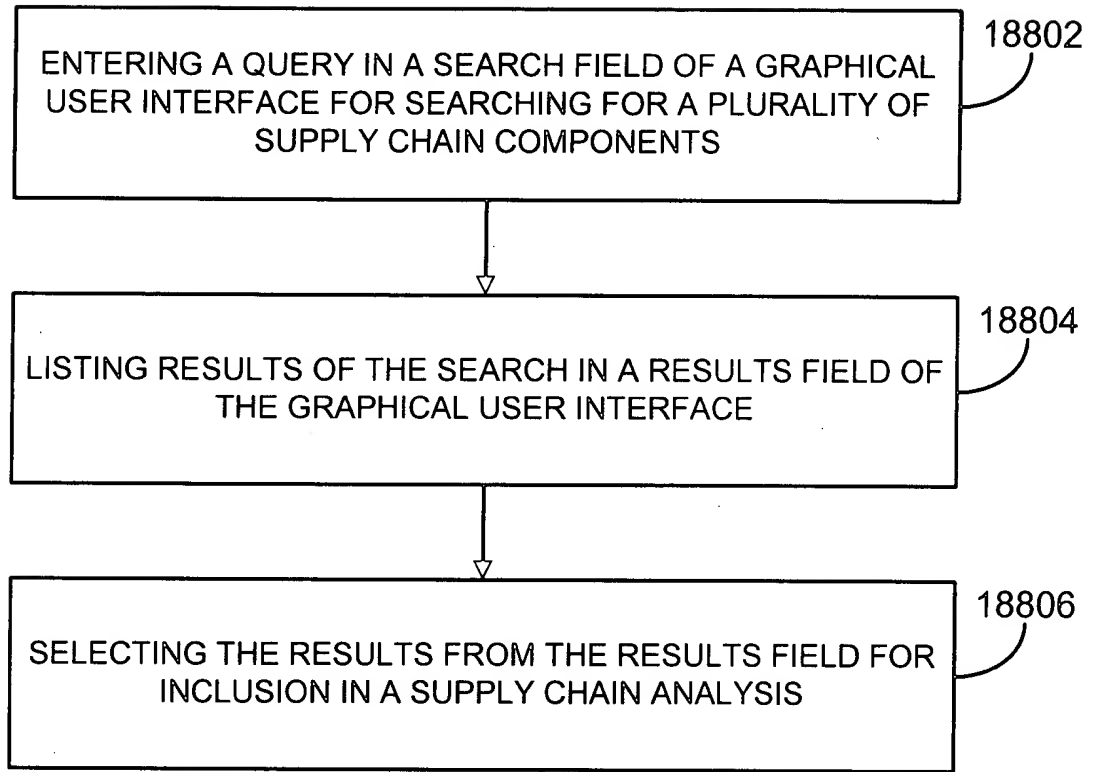


FIG. 188

18900

| Supplier                            | Terms | SLP/PLT | Minimum     | Maximum     | Include   |
|-------------------------------------|-------|---------|-------------|-------------|---|
| CAVENDISH FARMS                     |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| J.R. SIMPLOT COMPANY                |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.                   |       | Pallet  | 200,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB                        |       |         | Minimum     | Maximum     | Include   |
| LAMB-WESTON, INC.-PASCO, WA         |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-RICHLAND WA       |       |         | 0           | 55,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-AMERICAN FALLS ID |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 189

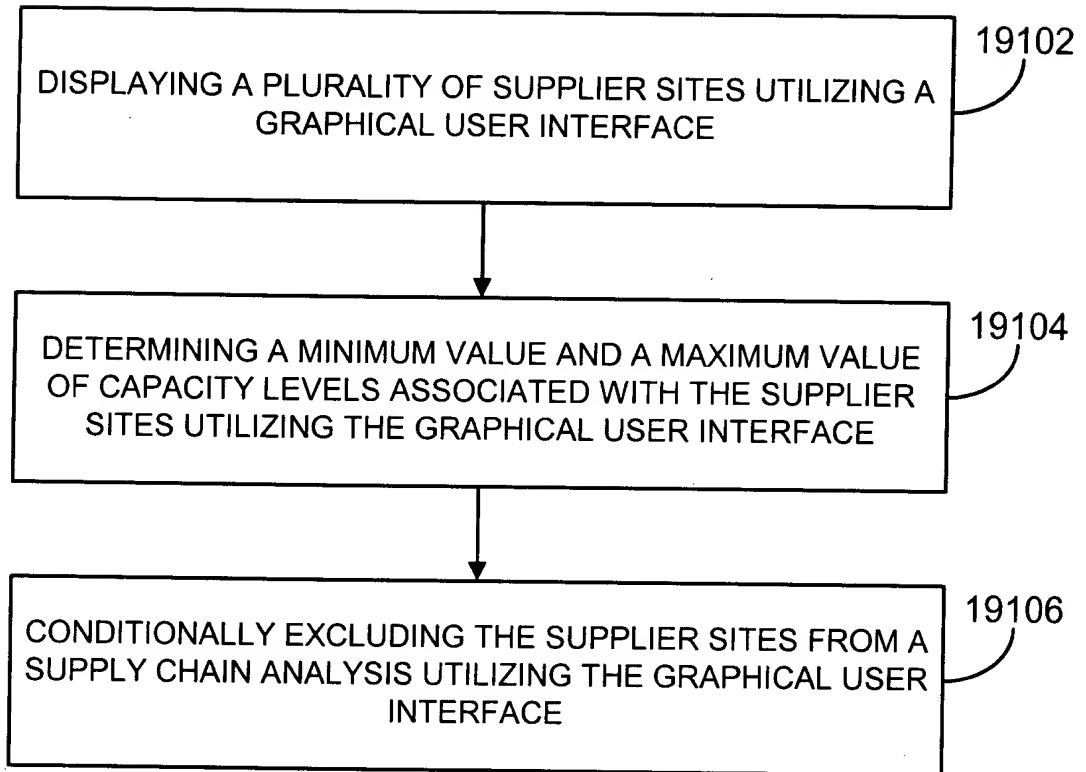
19000

| Supplier                                | Terms | SLP/PLT | Minimum     | Maximum     | Include   |
|---|-------|---------|-------------|-------------|---|
| MCCAIN FOODS                            |       | Pallet  |             |             | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| NESTLE FOOD COMPANY                     |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| ORE-IDA FOODS                           |       | Pallet  | 225,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB                            |       |         | Minimum     | Maximum     | Include   |
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND |       |         | 18,000,000  | 30,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE   |       |         | 45,000,000  | 50,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, INC.-OTHELLO, WA          |       |         | 27,000,000  | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 190



19100



**FIG. 191**

19200

19200

| Supplier                   | # | Volume |  |
|----------------------------|---|--------|--|
| HUDSON INDUSTRIES          | 0 |        |  |
| INTERNATIONAL DIVERSEFOODS | 0 |        |  |
| SUPERIOR COFFEE & FOODS    | 0 |        |  |

| Supplier FOB              | Item              | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK         | 8.4200   | 0 |        |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300   | 0 |        |

FIG. 192

19300

| Supplier                    | # | Volume |  |
|-----------------------------|---|--------|--|
| SSI FOOD SERVICES           | 0 |        |  |
| TEXAS AMERICAN FOOD SERVICE | 0 |        |  |
| WHITEFORD FOODS             | 0 |        |  |

| Supplier FOB                   | Item       | Cont FOB | # | Volume    |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026   | 0 |           |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016   | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010   | 2 | 2,508,000 |

FIG. 193

19400

| Supplier      | # | Volume  |  |
|---------------|---|---------|--|
| VENTURA FOODS | 0 |         |  |
| VENTURA FOODS | 1 | 100,000 |  |

| Supplier FOB                   | Item              | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.9400   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.8400   | 1 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.1200   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.0200   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800   | 1 |        |

FIG. 194